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Milk Produce

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE I

Vol. XIX

Philadelphia, Pa., May

M. C. Bond, Building.
Agr. Econ. University.
Cornell University.
Ithaca, N. Y.

No. 1



Talking Over Last Night's Meeting

Federal Hearing Ends

Dealers Insist Lower Price Is Essential

THE JOINT Federal State hearing on prices to be paid to producers for milk was completed on April 14. Following the sessions on March 28 and 29 the hearing recessed until April 12, when three full days of testimony were taken. Upon adjournment, the hearing officer gave all interested parties 14 days in which to prepare and mail supplementary briefs.

The testimony of the dealers at the final sessions dealt largely with costs of distribution and receiving station expenses. Much of this testimony included 1938 schedule of costs combined with price schedules for milk as paid in the latter part of 1937 under Order A17, which is still in effect. It will be recalled, however, that Class II and Class III prices, which fluctuate with butter, are now substantially less than they were several months ago. Receiving station expenses, which are now 16 cents per hundred pounds of Class I milk, were attacked by the dealers as inadequate. They contended such an allowance would be barely adequate if applied on all milk. It was brought out that the prices of Class II and Class III milk, as set by the Commission, had already made allowance for the cost of handling such milk through receiving stations and therefore the allowance on Class I milk is fair.

Inter-State Testimony

The Inter-State, in its testimony at these sessions, summarized briefly the testimony previously given. In addition the earlier testimony of the milk dealers on parity prices was attacked. That testimony attempted to show that according to the Agricultural Adjustment Act the present price paid is on a parity with the 1909-14 milk prices. It was brought out conclusively that the present prices cannot be compared with those in 1909-14 for the purpose of establishing parity because there was during that period no uniformity in the prices paid—even by the same dealer; butterfat tests were not used, except infrequently, as the basis for establishing milk prices; there was no classification system at that time as at present, and in addition there were very few sanitary regulations and those few lacked any semblance of enforcement. The price paid for milk for fluid purposes was very close to the price paid for milk used in making butter and cheese and the price fluctuated up and

down seasonally according to supply.

Additional testimony enumerated the many extra expenses now imposed upon milk producers as a result of the establishment and enforcement of uniform sanitary regulations. These include not only buildings and equipment but also the maintenance of healthy herds subject to veterinary inspection.

After presenting these facts it was requested that parity price be based upon the prices paid from 1919 to 1929 or such part of that period as the Agricultural Adjustment Administration would find acceptable for that purpose.

Testimony was presented showing the sharp drop in the price of products manufactured from skim-milk. Skimmilk powder prices are about 4 cents per pound less than a year ago and casein prices have shown an even sharper drop.

The Dealers' Request

That Inter-State members may know exactly the demands presented by the Philadelphia Milk Exchange through their spokesman, a part of their testimony at the hearing is given herewith.

"No market can be in healthy condition when the dealers are not receiving a fair return. No market can be in a healthy condition when a substantial number of reputable dealers are in the red or close to it. If it is the object of this body to keep healthy marketing conditions in this area, the AAA will refrain from coming into this market at this time and raising prices, and thereby disturbing the market. We respectfully submit that any order which you may write in this market which would not substantially reduce prices, would be unjustified and unfair.

"As to the amount of such reduction, it was testified by the dealers on the stand that to put them back in the situation where they were in 1936 would take from 21 to 37¢ per hundred pounds. Since the consumer is in no position to pay more at this time, the dealers could properly request that you consider reducing the price to the farmers by that amount.

"The dealers, however, have carefully considered this question with a view not only to their own interests but to the interests of the farmers, and we believe that the fair and entirely justified thing to do, in view of the present market conditions, which will compensate the dealers for their recent

higher costs and will put them in a position so that they can operate at some profit, will be for the Pennsylvania Milk Control Commission, in its new order, and for you to insert in the proposed order, the following prices:

"Class I Milk—\$2.78 per one hundredweight f.o.b. Philadelphia.

"Class II Milk—the prices now being paid in Delaware and Maryland appearing under our comments on Article V of the order.

"Class III Milk—the New York price for 92 score butter.

"Class IV Milk (for various kinds of cheese)—Same as Pennsylvania Order No. A-14 (Class 6.)

The Class I price is for 4% milk, 30 cents under the present price. The Class II price would be 4 times the price of butter, plus 30 cents during April, May, June and July; plus 40 cents during February, March, August, and September; and plus 50 cents in October, November, December, and January—or about 10 to 30 cents under present prices. A butterfat differential of 4 cents per point (0.1%) would apply on Classes I and II. The Class III price would be 10 cents less than the present price. It was later suggested that the proposed Class IV be combined with Class III as there is very little difference in prices and only a small amount of milk would go into that class.

The purpose of the Inter-State in asking for this hearing and its attitude toward the testimony is to get the facts—all the facts from all interested parties—on the basis of which the AAA and the Milk Control Commission can write an order—or orders—which will be best for the industry as a whole.

Mowing Pasture Grasses Stimulates New Growth

Permanent pastures generally require mowing in late May or in early June to remove seed heads which have developed by that time, says Dr. Howard B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University.

"By clipping such vegetation promptly, the grasses are stimulated to produce additional tillers and leaves in place of utilizing the food reserves for the production of unpalatable seed heads," Dr. Sprague points out. "Since the object is to remove the seed stalks only, the mowing machine should be set to cut as high as possible."



This truck is hauling milk for the Inter-State Milk Producers' Cooperative which is destined for Clover Dairies of Wilmington, Delaware. The hauling contract was let by the Cooperative to the Senger Transportation Company, Smyrna, Delaware, which furnishes the truck and operates it.

The new arrangements were made last

November and the new trucks with insulated bodies and tightly closing doors were placed in service early this year. Three of the four trucks covered in this contract now carry the Inter-State name prominently displayed. A picture of one of the trucks which hauls to Fraim's Dairy, Wilmington, under another contract will be carried in an early issue.

First Utilization Audit

THANKS ARE due Clarence Fraim and Fraim's Dairies of Wilmington.

Here is a firm which holds its head high—and has a right to—for it is the first dairy company in the entire area covered by the Inter-State Milk Producers' Cooperative which has voluntarily permitted disinterested auditors to inspect its books. The audit was agreed upon to determine whether the percentages of utilization on which milk was bought were calculated correctly.

THEY WERE CORRECT.

That action on the part of Fraim's Dairies will settle with all fair-minded persons—producers, consumers and other dealers—that this business is run fairly, that producers are being paid every cent due them according to the bargained prices and the use made of that milk.

The Wilmington Inter-State Market Committee and Floyd Ealy, market manager, are to be complimented also on their splendid work. They handled the whole matter fairly with the result that a certified public accountant who was mutually agreeable to all parties involved was selected to make this voluntary, confidence-building checkup.

Those who were in touch with the Federal Trade Commission hearings in this market and in other milk

sheds a few years ago will recall that one of the Commission's criticisms of cooperatives in general was that too many of them had no means of checking the accuracy of the classification figures upon which dealers paid for their milk. Their recommendation to cooperatives, and especially to the Inter-State Milk Producers' Association, was that such auditing be done so as to determine whether payments were correct.

In many milk sheds this is being done with all dealers, the producers having had, for several years, the right and privilege of auditing the purchases and sales of their buyers. Wherever this practice is followed it has worked out very successfully. We are sure it will continue to be a success with Fraim's Dairies.

Suppree Shippers Asked To Keep Milk On Farm

The Suppree - Wills - Jones Milk Company has informed all producers shipping through their receiving stations to keep one day's milk at home each week until further notice. This request is being made, according to the notice sent out, because of an announced over-production of milk.

The Cooperative was informed on April 8 of their intention to make this move, but through the efforts of the organization the mailing of

notices was delayed for more than two weeks. This action alone saved producers at those points the inconvenience and loss which would have been occasioned by keeping a day's milk home at two different times. The first notices were mailed about April 22 and gave producers seven days' notice before the order would become effective.

The plan called for all the producers supplying each station to keep their milk home on a certain specified date and every seventh day thereafter until further notice. The schedule of receiving stations is as follows: Huntingdon, May 1; Bedford, May 2; Mercersburg, May 3; half of Waynesboro and all of Lewistown and Duncannon on May 4; half of Waynesboro and all of Red Hill and Zieglersville, May 5; and, Leaman Place, May 6. The date for closing the Chambersburg station is undecided at this writing and we have no information relative to the Centerville, Pennsylvania, station.

As the REVIEW goes to press outlets have been found for the milk of all members at most of these receiving stations and work is progressing at the others. It is understood in every case that, should any producer desire to keep his milk home for other purposes, it is his privilege to do so. Arrangements are being made for hauling the milk and members are being informed as to details, so as to cause them as little inconvenience as possible.

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Milk Month Planned

A concerted drive to increase consumption of milk is being planned for the period from June 10 to July 10, 1938. This program will be participated in by limited price variety stores, chain drug stores, and many other establishments which serve milk, especially at soda fountains or counters.

The National Dairy Council and the National Cooperative Milk Producers' Federation are participating in this program, together with dairy cooperatives and local dairy council units in all parts of the country.

A similar program in 1937 resulted in a substantial increase in the sale of milk through such outlets. Posters, window display and counter display material, and special selling efforts by sales clerks will be utilized to make the program a success.

Bangs Funds Reduced

A bill now before the Congress provides slightly more than twelve million dollars to be used as indemnities in the Bangs eradication program. This is three million less than last year.

As originally introduced the bill provided \$1,600,000 in new funds in addition to about \$6,600,000 unexpended from last year. This was later increased by \$3,800,000.

Another feature of the bill which is objected to by the National Cooperative Milk Producers Federation is the provision that Federal funds must be matched by state funds before they can be used in any state. It is felt that such a restriction will slow down the program to eliminate the disease from the nation's dairy herds.

Another 100 Percent Dealer

Eachus Dairy of West Chester is now in the ranks of those milk dealers all of whose producers are members of the Inter-State Milk Producers' Cooperative. Effective with April, all 22 producers supplying this dairy are members, two non-members having been signed up late in March, and two other non-members transferring to other outlets at the beginning of April.

Cecil County Field Day

Farmers' Day in Cecil County, Maryland, will be held Saturday, August 20, 1938. This meeting will be held at Tome Memorial Hall, Port Deposit, and will be a revival of a long-established occasion which was attended by immense crowds each year.

Plans are already under way to obtain speakers of national reputation for the program.

May we suggest that all Cecil County members and other farmers within driving distance of Port Deposit save that day for a real, old farmers' get together. Further details will be carried in the REVIEW and local papers as the event approaches.

"Shingles and Shingle Nails" is the title of a new bulletin (No. 353) published by the Pennsylvania Experiment Station. Anyone planning to build will find this bulletin well worthwhile for the valuable information it gives on the comparative wearing qualities of different types of shingles.

Court Passes Social Security On to Farmers

The Dauphin County Court again heeded the plea of Pittsburgh milk dealers for prices lower than those set by the Pennsylvania Milk Control Commission when it handed down a decision on April 28 setting a price of \$3.03½ per hundredweight of Class I milk. The Commission, in Order A-22 set a price of \$3.15 which price was appealed by the dealers on the grounds it would not allow a satisfactory operating profit.

The disturbing feature of this court decision is that it specifically passes on to milk producers the extra costs of dealers occasioned by social security and unemployment compensation taxes as well as the granted demands of organized labor for higher wages. The social security and unemployment compensation laws make special exemption of farmers from paying such taxes and of farm help from getting any benefits from those taxes. But the court says farmers must pay, through lower prices for their products, the taxes levied on others for the special benefit of others.

The court, in its opinion, says, "By taking into account the added costs since January 1, 1938, for increased Social Security and compensation rates, as also increased labor costs, for Class I milk the price should be \$3.03½ per hundredweight, as is shown by the following figures."

It then justifies the price of \$3.03½ per hundredweight of Class I milk in order that the milk dealers may obtain a profit of 4.65 percent on sales.

Clever, Those English

England's first milk bar was opened in August, 1935; the thousandth bar was opened in December, 1937. It is estimated that milk bars dispose of 8,000,000 gallons of milk each year. (Their gallons are bigger than ours—this would be about 82,500,000 pounds.)

One bar which was opened in May, 1936, recently served its half-millionth milk drink—about 20,000 gallons.

What About That Kitchen?

Mrs. Inter-State Member, when you have your kitchen remodeled it is better than an even bet that the milk checks will pay for it. Now, doesn't that make you directly interested in milk marketing and what your Cooperative is doing to improve marketing conditions?

A Warm Weather Hint

"Is special care in cooling necessary tonight?" is, in effect, the question many milk producers will be asking themselves during the next few weeks as the weather gets warmer.

The one safe answer to such a question is to play safe and cool the milk as it should be done. If the other fellow wants to "try and see whether I can get by this time without cooling", well, it will be his gamble.

Just keep in mind that the milk will not be hurt in any way by cooling a few degrees below requirements but the pocket-book will be given a wallop every time milk is delivered at a temperature even two or three degrees too high.

To guess wrong only once will lose enough to pay for all the electricity or ice that might be saved in "getting by" 25 times.

Supreme Court Upholds Federal Filled Milk Law

Dairy interests scored again on April 25 when the United States Supreme Court handed down a decision which upholds the constitutionality of the 1923 Federal Filled Milk Act. This law forbids interstate shipment of filled milk.

This case is the result of a challenge of the law by the Carolene Products Company with factories at Joliet, Illinois. The Southern Illinois Federal district court had held that the act exceeded Federal constitutional powers. This company is the same one which carried the Pennsylvania law to the State Supreme Court where the company also lost its case. This court decision is especially important as it means that even in those states where this imitation product may be sold it can be sold only if manufactured within each such state.

Medicos Slap Dairymen

The dairy industry was given a slap in the face by the American Medical Society which, according to reports, has withdrawn its "Seal of Acceptance and Approval" on butter made by the Land O' Lakes Creameries. It is understood that this medical organization will not make its approval label available for the manufacturer of any dairy product.

What makes this slap sting is the action of the same group in placing a seal of approval on certain brands of oleomargarine.

This does not mean that the medical people are boosting oleomargarine in preference to butter; they are permitting their seal to be

used on oleomargarine for what it is. But the hitch comes when the oleomargarine people take this little pat on the back and play it up big in their advertisements. The uninformed will accept the right to use such a seal as a recommendation.

This is one more evidence of the great need of the dairy industry getting behind a tremendous nationwide promotion campaign which will make all public groups vitally and favorably aware of dairying and dairy products.

"Happy's" Play Makes Hit

"What a Life" is the latest play to score a hit on Broadway. It was written by Clifford "Happy" Goldsmith, the nationally known health lecturer with the Philadelphia Inter-State Dairy Council. Happy has appeared on the program at many Inter-State Local meetings and has been heard by thousands of members of the Cooperative and their friends.

The play, which opened on Broadway on April 13, is meeting with excellent success. It is based on the experiences of a high school boy who gets most of his education in the principal's office. In writing the play Happy drew upon his observations and experiences in talking to high school audiences over the entire country.



Luke W. Martin sends us this picture of the Samuel M. Martin children, East Earl, Pa., feeding the orphan lamb.

Report of the Field and Test Department, Inter- State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of March, 1938:

Butterfat Tests.....	3773
Plants Investigated (first half Mar.)	17
(second half Mar.)	23
Calls on Members.....	1433
Quality Improvement Calls.....	32
Herd Samples Tested.....	301
Brom-Thymol Tests.....	432
Microscopic Tests.....	135
Membership Solicitation Calls.....	256
New Members Signed.....	50
Educational Meetings.....	19
Attendance.....	2302
Local Meetings.....	18
Attendance.....	1179

Beware The Germs

Good dairymen everywhere take pride in their milking herds. They know that the success of and profit from their herds will depend largely upon the health of the herd, as well as on the care and feed given it.

One of the worst disappointments to such a dairyman is to lose his herd or a part of it from disease. It makes no difference whether the disease be tuberculosis, Bang's, or mastitis, or even if it is afflicted with less troublesome diseases, such as cow pox.

These bovine diseases are frequently carried from one cow to another and may be introduced into herds when new cows are added. Another source of infection is through dogs, cats, or rodents which may go from farm to farm.

A third means of infection, which has not received the attention which, perhaps, it should, is through man—that is, being carried on the shoes or clothing of a person going from one farm to another. This means of infection is especially important to consider as it relates to dairy inspectors, neighbors, visitors, or even farm organization fieldmen.

We feel it is the right and privilege of every dairyman to insist that precautions be exercised by everyone who enters his dairy barn. These precautions should be called to the attention of all such visitors politely, fairly, firmly.

A precaution exercised by some is to insist that all visitors be excluded from the feed alleys or from any place where they may come in contact with the feed or water supply of the dairy herd. Those who must travel from barn to barn might well be required to clean thoroughly and possibly disinfect the soles of their shoes before entering another dairy barn.

Some producers have notices posted, calling the attention of all visitors to the need for exercising these precautions.

Dairy Profits

The first quarter of 1938 brings forth the earning statements of two large dairy corporations. National Dairy Products Corporation reports a 1.2 percent decrease in total sales; their ice cream sales were up almost 1 percent. Profits in March, 1938, were higher than in March, 1937. Their taxes were almost 23 percent higher for the corresponding months.

Preliminary estimates of the profits of the Borden Company, for the first three months of 1938, indicate that they are somewhat below the same period in 1937. The president's report states that tax increases will amount to \$1.50 per share of stock in 1938, compared to \$1.30 in 1937.

Supplementary Notes To Price Table on Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

†Class IA (Cream) price of \$2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, Doe Run and Tyrone markets.

‡March only.
The March average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for March as set by the Control Commission is \$1.16 per 100 pounds of 3.5% milk (\$1.31 for 4% milk) f.o.b. dealer's plant or receiving station, and for April it is \$1.07 (\$1.21 for 4% milk). Class III price at receiving stations in Maryland and Delaware was \$1.06 for 3.5% milk in March and \$0.97 in April. Class III price for 3.5% milk f.o.b. Wilmington is \$1.26 for March and \$1.17 for April.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, February and March, \$2.76; Class I Grade A, February and March, Grade B price plus butterfat and bacteria bonuses, or \$3.16.

Class II, March, \$2.00; April, \$1.65.
Class III, March, \$1.21; April, \$1.11.

Jersey Board Names Fogg

H. Dallas Fogg has been appointed secretary of the New Jersey Board of Milk Control, succeeding L. B. Burk who served in that capacity for several years. Mr. Fogg has been general auditor for the Board since January 1, 1934.

The man who does nothing, does somebody.

APRIL, '38 BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	29 1/4	29 1/4	29
2	29 1/4	29 1/4	29
4	29 1/4	29 1/4	29
5	29 1/2	29 1/2	28 3/4
6	29	29	28 3/4
7	29	29	28
8	29	29	28
9	28 3/4	28 3/4	27 1/2
11	27 3/4	27 3/4	26 1/4
12	27 3/4	27 3/4	26 1/4
13	27 1/2	27 1/2	26 1/4
14	27 1/2	27 1/2	26 1/2
15	27 1/2	27 1/2	26 1/2
16	27 1/2	27 1/2	26 1/2
18	27 1/4	27 1/4	26
19	27 1/4	26 3/4	26
20	27 1/4	26 3/4	26
21	27 1/4	26 3/4	26
22	27 1/4	26 3/4	26
23	27 1/4	26 3/4	26
25	27 1/4	26 3/4	26
26	27 1/4	26 3/4	26
27	27 1/4	26 3/4	26
28	27 1/4	26 3/4	26
29	27 1/4	26 3/4	26
30	27 1/4	26 3/4	26
Average	27.96	27.74	26.91
March '38	30.72	30.33	29.30
April '37	33.63	32.87	31.16

Prices Paid By Philadelphia Distributors Weighted Averages, March, 1938

Abbotts	Philadelphia, Pa.	\$2.49
Baldwin Dairies	Philadelphia, Pa.	2.44
Breuninger Dairies	Philadelphia, Pa.	2.67
Wm. Engel Dairies	Philadelphia, Pa.	2.76
Gross Dairy	Philadelphia, Pa.	2.70
Hamilton Dairies	Philadelphia, Pa.	2.63
Missimer Dairies	Philadelphia, Pa.	2.67
Mosebach Bros.	Philadelphia, Pa.	2.67
Scott-Powell	Philadelphia, Pa.	2.41
Supplee-Wills-Jones	Philadelphia, Pa.	2.36

Classification Percentages — March, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus To "A" Producers
Abbotts	69	—	31	—	75% of Class I
Baldwin "A"	75	—	11	14	
"B"	70	—	16	14	
Blue Hen Farms	73.2	—	7.9	18.9	
Breuninger	84	—	13	3	
Clover Dairy Co.	72.51	—	13.03	14.46	65% of Production
Delchester Farms	59	—	41	—	
Engel Dairy	90	—	10	—	
Fraims Dairies	76.23	—	17.08	6.69	
Chas. Gross	86	—	14	—	
Hamilton	81	—	17	2	
Harbison Dairies	77	—	14	9	84% of Production
Harshbarger Dairies	58	9	33	—	
Peter Hernig	51	—	49	—	
Highland (Doe Run)	73	8	14	5	
Keith's Dairy	83	9	8	—	
Martin Century	**80	—	**20	—	71.6% of Production
McMahon Dairy	79.03	11.94	—	9.03	
Meyers Dairies	70	—	30	—	86% of Production
Missimer Dairies	83	—	17	—	
Mosebach Brothers	84.6	—	12.76	†2.64	
Penn Cress	47.3	1.9	50.8	—	
Scott-Powell	63	—	35	2	73% of Production
Stegmeier, Clayton	61.5	4.5	34	—	
Strickler Dairy	59	9	—	32	
Supplee-Wills-Jones	*62.2	—	24.3	13.5	85% of Class I
Sypherd's Dairy	82.8	—	17.2	—	
Turner & Wescott	63	—	37	—	
Waple Dairies	71.9	7.1	—	21	
Wawa	69	—	17	14	

NEW JERSEY

	Norm	Cream	Excess Balance
Abbotts Dairies "A"	91.5	8.5	
"B"	70.5	29.5	
Castanea "A"	87	Balance	78% of Excess
"B"	82	Balance	78% of Excess
Scott-Powell	96.5	3.5	Balance
Suburban "A"	78.9	21.1	
"B"	89.8	10.2	
Supplee-Wills-Jones	100	—	

*Supplee-Wills-Jones Milk Co. paid New Jersey Norm price (one cent per 100 pounds below Class I prices quoted on page 7) on about 4.28% of Class I milk delivered by producers delivering to Pennsylvania points and to Hagerstown and Princess Anne receiving stations. **Martin Century paid in March, Class I, 62.8% at \$2.69 and 17.2% at \$2.83; Class II, 15.7% at \$1.59 and 4.3% at \$1.63. (Prices for 3.5% Grade "B" milk, f.o.b. Lansdale.) †Class V—same price as Class III.

The 50th annual report of the Pennsylvania Agricultural Experiment Station (bulletin 352) has recently come off the press. It gives, in brief form, results of experimental work carried on at the Station, covering every field of activity affecting agriculture.

Mrs. Inter-State Member,

Do you want a new refrigerator? The chances are that when you get it, it will be paid for out of the milk checks. Help your husband by keeping yourself informed on every phase of milk marketing—including the work your Cooperative is doing.

Prices * 3.5% Grade "B" Milk (Prices quoted are f. o. b. Delivery Point)

March Averages and March and April Schedules. (Explanatory Notes on Page 6, Col. 1.)

Buyer	Delivery Point	Average Price Paid in Mar.	Class I Price Mar. & Apr.	Class II Price March	Class II Price April
Harshbarger, J. E.	Altoona, Pa.	\$2.21	†\$2.76	\$1.56	\$1.43
Keith's Dairy	Altoona, Pa.	2.60	†2.76	1.56	1.43
Supplee-Wills-Jones	Bedford, Pa.	2.02	2.37	1.56	1.43
Peter Hernig	Boiling Springs, Pa.	2.04	2.48	1.58	1.45
Harbisons	Brandtsville, Pa.	2.27	2.52	1.58	1.45
Harbisons	Byers, Pa.	2.27	2.52	1.58	1.45
Harbisons	Carlisle, Pa.	2.27	2.52	1.58	1.45
Harbisons	Centerville, Md.	2.21	2.48	1.46	1.27
Supplee-Wills-Jones	Centerville, Pa.	1.93	2.24	1.54	1.41
Hershey Creamery Co.	Chambersburg, Pa.	1.70			
Supplee-Wills-Jones	Chambersburg, Pa.	2.07	2.45	1.57	1.44
Highland Dairy	Chester, Pa.	2.55	2.88	1.63	1.50
Miller-Flounders	Chester, Pa.	2.55	2.88	1.63	1.50
Supplee-Wills-Jones	Chestertown, Md.	2.06	2.48	1.46	1.27
Scott-Powell	Clayton, Del.	2.11	2.50	1.46	1.27
Abbotts	Coudersport, Pa.	2.05	2.28	1.55	1.42
Penn Cress Ice Cream Co.	Cresson, Pa.	2.14	2.76	1.56	1.43
Abbotts	Curryville, Pa.	2.12	2.37	1.56	1.43
Highland Dairy	Doe Run, Pa.	2.37	†2.65	1.56	1.43
Supplee-Wills-Jones	Duncannon, Pa.	2.11	2.52	1.58	1.45
Abbotts	Easton, Md.	2.15	2.46	1.46	1.27
Delchester Farms	Edgemont, Pa.	2.37	2.88	1.63	1.50
Turner & Wescott	Glen Roy, Pa.	2.19	2.55	1.59	1.46
Abbotts	Goshen, Pa.	2.24	2.53	1.58	1.45
Supplee-Wills-Jones	Hagerstown, Md.	2.00	2.39	1.46	1.27
Supplee-Wills-Jones	Harrington, Del.	2.06	2.48	1.46	1.27
Strickler Dairy	Huntingdon, Pa.	2.10	†2.65	1.56	1.43
Supplee-Wills-Jones	Huntingdon, Pa.	2.05	2.43	1.57	1.44
Harbisons	Hurlock, Md.	2.19	2.46	1.46	1.27
Nelson's Dairies	Jeffersonville, Pa.		2.88	1.63	1.50
Abbotts	Kelton, Pa.	2.25	2.55	1.59	1.46
Abbotts	Kempton, Pa.	2.23	2.52	1.58	1.45
Supplee-Wills-Jones	Kennedyville, Md.	2.06	2.48	1.46	1.27
Harbisons	Kimberton, Pa.	2.27	2.52	1.58	1.45
Martin Century Farms	Lansdale, Pa.	2.48	2.88	1.63	1.50
Supplee-Wills-Jones	Leaman Place, Pa.	2.15	2.57	1.59	1.46
Supplee-Wills-Jones	Lewistown, Pa.	2.07	2.45	1.57	1.44
Sypherd Dairies	Lyndell, Pa.	2.36	2.52	1.58	1.45
Harbisons	Massey, Md.	2.21	2.48	1.46	1.27
Supplee-Wills-Jones	Mercersburg, Pa.	2.07	2.45	1.57	1.44
Harbisons	Millville, Pa.	2.17	2.40	1.57	1.44
Supplee-Wills-Jones	Mt. Pleasant, Del.	2.06	2.48	1.46	1.27
Supplee-Wills-Jones	Nassau, Del.	2.04	2.45	1.46	1.27
Scott-Powell	New Holland, Pa.	2.19	2.56	1.59	1.46
Abbotts	Oxford, Pa.	2.25	2.55	1.59	1.46
All Distributors	Philadelphia, Pa.	2.88	(see page 6)	1.63	1.50
Abbotts	Port Allegany, Pa.	2.05	2.28	1.55	1.42
Scott-Powell	Pottstown, Pa.	2.22	2.61	1.59	1.46
Supplee-Wills-Jones	Princess Anne, Md.	1.99	†2.37	1.46	1.27
Abbotts	Providence, Md.	2.17	2.49	1.46	1.27
Ziegler Dairy	Reading, Pa.	2.09	†2.65	1.56	1.43
Supplee-Wills-Jones	Red Hill, Pa.	2.15	2.57	1.59	1.46
Breuninger Dairies	Richlandtown, Pa.	2.36	2.52	1.58	1.45
Sheffield Farms	Rising Sun, Md.	2.15	(\$2.15 for all milk in March)		
Harbisons	Rushland, Pa.	2.27	2.52	1.58	1.45
Scott-Powell	Snow Hill, Md.	2.01	2.34	1.46	1.27
Abbotts	Spring Creek, Pa.	2.02	2.24	1.54	1.41
Duncan's Dairy	Springfield, Pa.	2.55	2.88	1.63	1.50
Harbisons	Sudlersville, Md.	2.21	2.48	1.46	1.27
Stegmeier, Clayton	Tamaqua, Pa.	2.22	†2.76	1.56	1.43
Supplee-Wills-Jones	Townsend, Del.	2.06	2.48	1.46	1.27
Waple Dairies	Tyrone, Pa.	2.28	†2.65	1.56	1.43
Supplee-Wills-Jones	Waynesboro, Pa.	2.07	2.45	1.57	1.44
Eachus Dairy	West Chester, Pa.	2.53	†2.65	1.63	1.50
Blue Hen Farms	Wilmington, Del.	2.32	2.67	1.66	1.47
Clover Dairies	Wilmington, Del.	2.33	2.67	1.66	1.47
Fraims Dairies	Wilmington, Del.	2.40	2.67	1.66	1.47
Silver Seal (Delaware only)	F. O. B. Farm	2.02			
Supplee-Wills-Jones	Zieglerville, Pa.	2.15	2.57	1.59	1.46

Secondary Market Work

LANCASTER

Meetings have been held of the locals in the Lancaster milkshed during the past month, with excellent interest shown by those attending. These producers are looking to the secondary market committee to help them solve their local milk problems.

The milk supply in the Lancaster area has been increasing steadily because of the lack of any plan to keep production in line with consumer demands. Arrangements have been made so that local buyers are taking all milk from producers, leaving none on the farm. A surplus outlet program has been developed by the Lancaster committee, to relieve buyers of milk in excess of their present needs.

WILMINGTON

The Wilmington secondary market committee approved the by-laws for that market at its regular meeting at Newark on April 28. The committee received the report of the audit of milk purchases and sales by Fraim's Dairies at the same meeting.

The market manager has been called upon by many members, recently, who have had milk returned. Most cases were found to be due to a grass or garlic flavor and some cases to a strong silage odor, or to the feeding of beet pulp during milking. The supply of milk in the market has been unusually heavy for this season of the year.

SOUTH JERSEY

The first news letter to South Jersey producers was sent out by H. T. Borden, market manager, late in March and received a good response. The executive committee of the market was again represented 100 percent at its last meeting.

Surplus milk which several dealers threatened to have kept at the farm was handled through the plants regularly and the cream from that milk disposed of through the work of the committee and market manager, with no loss to members. Several producers who have been out of markets recently have been placed on new markets; others are searching for new outlets and the manager is lending every possible assistance.

A highly successful meeting of Salem and Gloucester County producers was held at Woodstown on

April 22. This meeting is covered in full on page 9 of this issue. Similar meetings are being planned for Mt. Holly and for Bridgeton sometime during May. As we go to press dates have not been set but notices will be sent to all members in those areas. Everyone is urged to attend and to bring the family and friends.

TRENTON

Frederick Shangle, market manager, reports that progress is being made in overcoming quality troubles, although there is still some off-flavor milk caused by early pasturing and leaving the cows on pasture too close to milking. He warns that a little extra care will eliminate unnecessary losses from this cause.



These Holstein heifers owned by J. Mowery Frey, Lancaster, Pa., picked out a beautiful background for their picture.

A suggestion is also offered that extreme care be used in handling utensils, as frequently high bacteria counts are traceable to improper washing or sterilizing of milk pails and cans.

Additional members are being signed up. The marketing committee meets at its office, 19 West State Street, the afternoon of the last Wednesday of each month.

Directors Hold Special Meeting

THE BOARD OF DIRECTORS of the Inter-State Milk Producers' Cooperative held a special meeting on April 21, this meeting taking the place of the Executive Committee meeting which was regularly scheduled for that date. One of the major items of discussion was the request by the milk dealers to reduce the price of milk.

Developments in the Centerville, Maryland, area were discussed by the Board and after complete presentation of facts action was taken by the directors to support the local producers in that area in any action they might take toward building or buying a milk receiving station. A resolution was approved authorizing the Cooperative to manage or lease the plant and to sell its output when the plant is completed.

A discussion was held as to the responsibility of the Cooperative for milk in cases where a member is laid off by a buyer because of failure to meet sanitary regulations. Following the discussion a resolution was passed which reads as follows:

"RESOLVED that when the milk of a producer member is refused by a dealer because the producer has failed to meet the sanitary requirements of that market, the Cooperative shall use reasonable efforts to sell and dispose of such milk to such other market as the Cooperative shall deem to be to the best advantage of the producer; but the Cooperative shall not be responsible for any difference in price caused by such change in market. If such milk does not meet the sanitary requirements of any approved dealer, the Cooperative shall

not be responsible for the producer's loss by reason of no available market, and there shall be no responsibility to such producer until his milk conforms to sanitary requirements, and is approved by a licensed inspector."

It was decided that the next meeting of the directors be subject to the call of the president. The directors accepted, for consideration at their next meeting, the amendment to Article XI, Section 5, of the by-laws as carried on page 15 and instructed that the amendment in this revised form be re-advertised in the Milk Producers' Review.

Amendment To By-Laws

The Board of Directors voted unanimously to amend the by-laws by adding to the end of Article XI, Section 9, the following, as a new paragraph:

"Where the Cooperative does not collect from the purchaser the commission due it from any stockholder, as provided by the by-laws and the producer's marketing agreement, such stockholder shall pay such commission to the Cooperative immediately upon receiving the proceeds from the sale of his milk; failure to do so shall be a breach of the producer's marketing agreement."

Individual reports were heard from various directors concerning sanitary regulations, hauling difficulties, and related problems in their respective territories.

In England, an extra half-pint of fresh milk is given daily to army recruits who have not quite obtained the necessary physical standard.

Dairy Council Endorses Child Health Week

FOR THE tenth year the first week in May has been selected to focus attention of Americans on child health, and this time will be celebrated from the Arctic Circle to the Gulf of Mexico with a 1938 theme of "Speed Children on the Road to Health".

Alaska celebrated May Day last year for the first time in its history. School teachers in districts so remote that mail takes weeks to reach them have served as local "May Day is Child Health Day" chairmen.

In Philadelphia more extensive preparation than ever before has been made to bring the subject of the health of children forcibly before the community through a Child Health Committee, of which the Dairy Council, among other interested organizations is a member. For weeks, questionnaires have been circulated among parents of school children to ascertain which health problems are uppermost in the minds of these parents. On the basis of 4000 returned questionnaires, a program has been formulated for Philadelphia by the Child Health Association and will be presented to the public from the platform and over the radio by a corps of physicians who are devoting their time to promoting better public health, particularly for children.

An important part of the program consists of the publication of a "1938 May Day Child Health Day" leaflet of which, through the cooperation of the Dairy Council, 200,000 copies will be distributed. This leaflet among other points, reminds parents of the importance of insuring for children adequate "protective" foods—milk, green vegetables and fruits.

Problem Widely Recognized

As has been clearly brought out in a recently issued report of the League of Nations (see article in April REVIEW) children are being started out handicapped in health for life because of a lack of an adequate amount of these protective foods. Ignorance is recognized as a factor no less than poverty.

The Children's Bureau of the United States Department of Labor makes the following specific recommendation for a well-planned diet for the average child from 1 to 6 years of age as set forth in the bulletin, "The Child From One to Six", (single copies of which may be obtained free of charge from the

Child Health Week finds an ideal subject in the person of Virginia Porter, Newtown, Pa.



Children's Bureau, Washington, D. C.):

A pint and a half of whole milk a day.

Fruit once or twice a day, including at least one raw fruit, such as orange, grapefruit, apple or banana.

One or more fresh vegetables a day, including a green leafy vegetable such as spinach, turnip greens, or beet greens at least three or four times a week—preferably daily.

A "starch vegetable" such as potato, rice, or macaroni once a day.

An egg daily.

A serving of fresh meat or fish daily by the time the child is 18 months old; before that three or four times a week.

Cereal once or twice a day.

Bread and butter two or three times a day.

Cod-liver oil daily (at least for children under 2 years).

It is to help in combatting ignorance and to supply constructive information to parents in all of the factors that make for good health that May Day is being observed everywhere. And if one of the results of these May Day celebrations is a wider realization of the value of milk as a food, milk producers have not only helped themselves but are helping towards healthier children in our Philadelphia area.

South Jersey Producers Meet

One of the largest and most enthusiastic dairy meetings to be held in South Jersey in recent years was staged in the Woodstown High School, Friday evening, April 22. It was sponsored by the South Jersey Inter-State Milk Market, of which Frank Pettit, Woodstown, is chairman.

The meeting was addressed by Edward Currie, counsel for the New Jersey Board of Milk Control, who discussed some of the problems facing dairymen in that state. He emphasized the need of dairymen working out some plan to control the heavy supply of surplus milk during the spring months. He expressed the opinion that with such control there would be very little occasion to ask for lower milk prices every spring.

Mr. Currie offered the suggestion that if a dealer's expenses increased so that he needs a wider spread, the spread should come out of the consumer instead of out of the producer. Mr. Currie also discussed some of the methods by which producers have been compelled to pay a part of the transportation

cost for milk in spite of the Control Board's rulings that prices as set are f.o.b. the farm.

A. H. Lauterbach, general manager of Inter-State, discussed some of the recent problems faced in the Philadelphia milk shed and which have a direct bearing on the industry in South Jersey. He reviewed the recent joint Federal-State hearing and the demands of milk dealers for lower producer prices so as to make up their extra costs due to higher costs, especially of wages, taxes, and social security assessments. Production costs were also reviewed, many of which have advanced materially. It was brought out forcibly that the price structure in South Jersey can not be maintained should the Philadelphia prices break.

Another feature of the program was the highly entertaining health and nutrition talk given by Clifford "Happy" Goldsmith of the Philadelphia Inter-State Dairy Council. He also outlined to the producers and their families who were present the operation and functions of the Dairy Council.

A Page for Inter-State Women

A Keen Interest *By Dr. Hannah McK. Lyons*

DID YOU HEAR the recent broadcast from DuPont's "The Cavalcade of America", telling of the keen interest aroused in boys and girls in their own surrounding, where there had been indifference before?



How often it happens that a word spoken changes the whole current of life. This broadcast tells the story of the 4H club and the keen interest brought into the life of so many young people, hence a better working understanding between parents and children.

So often it is difficult to find ourselves and stick right there until success comes. With this boy the word "science" had charmed him. He wanted to be a scientist. He liked his country home but there was no science there, — he must go.

But meeting an older friend, who asks, "What are you going to do?" he shyly answers, "I am going away, for I want a scientific job." His friend's reply, "Scientific? Why Allen, there is more science on a farm than in any other business." Then from his pocket brought out the small book *Scientific Farming*, saying, "Read that before you make your own decision." While Allen hazards the question, "Would there be science in raising a strain of pure bred hogs?"

Finds Science At Home

A few days later we find Dad, Mother and the boy on the porch discussing plans, and as the project develops all the science anyone desires is found. He must know the soil and its fitness for raising crops for feed. He must know nutrition — which, so important to the human, is equally important here. There is plenty of work, but oh, so interesting.

Leaders for these young people have been very wise in their program planning, giving something that creates quick interest, not only for the member—but for the family and for the community—and all because one young boy or girl is bubbling over with interest in the thing he or she is doing. We like the earnest-

ness with which they pledge: I pledge my Head for better thinking I pledge my Heart for better loving I pledge my Hand for better service I pledge my Health to better living.

The broadcast is over, but not its effect. A wonderment grows as we think of the careful program planning. Could we learn from these and get busy acting out some one thing that invokes a keen interest? I know no organization which does not have problems to settle. And the word "problem" is defined as a perplexing question that demands a settlement.

Perhaps a changed attitude of mind is all that is needed. Perhaps it is a new approach to an old question,—my head for better thinking to find a keen interest in the old problem.

"Finding" Interest

It may need some topic which seems foreign to the particular organization to strike that first spark of interest. It was potato blight in one community. Two families were distressed with the family supply and talked much about the black spots. The wife and mother in one home heard a talk on immersing the seed in a solution of formaldehyde and was all interest to try it before planting, but Grandfather had grown potatoes all his life without such foolishness. Dad said, "More work, and I do not want to go against Grandfather's way." Mother creamed "black specks" again that night and next morning suggested the new approach. She would get the barrel of water ready, go to the drug store and have all in readiness to immerse before cutting. She just could not stand paring such potatoes if it could be remedied.

The work was done very reluctantly but never was digging time awaited with keener interest. The reward—the family supply almost free of blight. Everyone interested, yes, and the next year not only seed potato but oats were soaked before planting. It provided a live bit of program as the story was told at Grange and P. T. A. While DuPont would say, "Better things for better living through chemistry."

While chemistry is and has solved many problems in field and garden, there are just as many social and

economic problems awaiting solution.

Can we apply "better thinking" to the local cooperative and thus point the way to "better service" and "keener interest"?

Perhaps sponsoring a 4-H club would give just the touch of interest needed. We talk of "bouyant health"—why not a bouyant interest when we all want to meet and to talk over this new development. There is real need for leadership such as you and you and you can give, but at the same time you are learning to know each other and to work together and to see results.

Perhaps some of us may find our interest in a milk survey of our own community. Get together, talk together, create a full understanding in everyone's mind, have everyone help. You can study your own community — number of adults; number of children; amount of milk being used to drink and in cooking; amount that ought to be used for good nutrition and health; the amount produced; the amount sold. This gave such interest in one place that it is still being talked.

Community Work

Another good community stunt might be called a sales promotion one. After talking and planning see if we cannot have a milk drink or a milk dish served at each gathering in our section where refreshments of some kind are served; such as the church supper, the Grange social hour, the young folks parties, the covered dish luncheons. Try it for six months. See how many delicious milk drinks and dishes you can make.

It will add just a bit to a good time. It will be helping your own business, and it will provide the best nutrition in your community. It can make everyone so interested that we will be living the finest kind of cooperation; the kind that William V. Dennis talks of and works for when he says, "Cooperation is like a big square—each side a big C,—the first side is Comradeship, another Conciliation, the third side Confidence, and the fourth Consecration. These have ever dominated and inspired the best cooperative leadership. They must, and soon, become the achievements of the rank and file.

Hauling Regulations Protested By Truckers

Recognizing cooperatives as non-profit business institutions developed to serve their producer-members, the Pennsylvania Public Utility Commission formulated special regulations to cover milk haulers under contract with cooperatives. These regulations were issued on February 14 but have since been attacked by trucking interests.

Briefly, the Commission recognized the perishable quality of milk and therefore sought to allow a hauler under contract with a cooperative to start operations at once provided application for a Public Utility Commission permit is filed within 10 days. Also a permit would be granted at once unless circumstances made a hearing seem advisable in which case a temporary permit would be granted until a final decision on the application for permit could be made. In all cases, the cooperative, as a party to the contract, would be given notice of all acts of the Commission relating to such permit.

The permits issued under this regulation would be flexible, permitting taking on the milk of additional members and would permit the use of feeder trucks. The sale or transfer of such a permit would be permissible only if the application for transfer were accompanied by a new contract between the cooperative and the new hauler.

These regulations were formulated so as to facilitate hauling relations of cooperatives. Milk being hauled from farm to market is specifically exempted from hauling regulations in many states and in Interstate Commerce Commission regulations.

The foregoing regulations have not yet been put into operation because of the objections from certain trucking interests. A hearing was held on April 19 at which certain truckers testified as to their fear of these regulations.

Contrasted with that attitude some trucking operators called upon the Inter-State for additional information and were informed in positive terms that this organization prefers to have private haulers haul its milk from farm to market provided it is done efficiently—at as low a price as will insure efficient continuous service, giving truckers a reasonable return on investment.

Should these fair and reasonable regulations be rescinded by the Public Utility Commission such action will speed the day when dairy cooperatives will be compelled to operate their own trucks so as to haul their own milk at reasonable rates where contract haulers can not be found to do so.

Milk production increased when he changed to Gulf Livestock Spray



"During the past twenty-nine years, I have been in the dairy business," writes William Kleppinger of Northampton, Pa. "At present I have twenty-five head of registered Guernsey stock."

"Until three years ago I tried various livestock sprays and then was induced to try Gulf Livestock Spray. Since using your product my herd has been in excellent condition, and my milk production has shown a nice increase. I heartily recommend Gulf Livestock Spray to all dairymen and farmers."

Use Gulf Livestock Spray. It keeps your cattle quiet in pasture and at milking time—helps them make more milk.



LOTS CHEAPER TO USE. "During the past two years," Henry Nielsen of Warwick, N. Y., tells us, "I have learned that Gulf Livestock Spray is a lot cheaper to use than other sprays. We have been using less on each cow and find that it gives even more protection."

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies. One spraying lasts all day.



NEVER SMELLS UP MILK! J. H. Kuhl, Pottsville, Pa., owner of a large herd of Holstein, Jersey, and Guernsey cattle, says: "I've tried several livestock sprays and about half of them left a bad taste in the milk. Gulf Livestock Spray never does this—even if you spray it right when you're milking."



THIS IS HOW MILD IT IS! Gulf Livestock Spray can actually be rinsed around your mouth and gargled without harming the sensitive tissues of your mouth or throat. Being this mild, it never blisters an animal's hide or makes the hair drop out. In fact, it gives the coat a marvelous bloom.

SATISFACTION GUARANTEED OR YOUR MONEY BACK
5-gallon usable pail, \$4.95

Gallon can, \$1.19
Also 30 and 55 gallon drums



FREE! Farm and Ranch Bulletin No. 1, of the Gulf Research and Development Company: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

GULF LIVESTOCK SPRAY

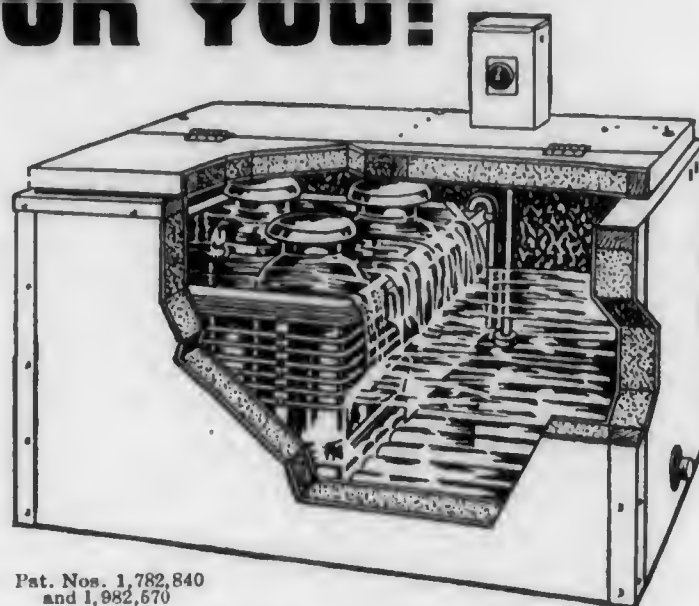
It is even possible that if these new regulations are cancelled and the cooperatives must do their own hauling it may eventually work out for the best interests of the membership of the dairy cooperatives.

NO OTHER MILK COOLER can do all this FOR YOU!

In the ESCO "NI-AG-RA" You Get:

- Faster Cooling
- Constant Neck-High Water Level
- Positive Water Agitation and Complete Circulation
- Lowest Operating Cost

All these features mean lower bacteria count... higher quality milk... better profits... a guaranteed market for you.



Pat. Nos. 1,792,840
and 1,982,571

LOOK AT THESE PICTURES

See how the New Escó "NI-AG-RA" keeps a constant level of icy cold water around the neck of every can... whether one can, half or full capacity is in place. This constant level is maintained automatically... no valves to turn... no dummy cans needed. Works just like a waterfall. You also get in the New Escó "NI-AG-RA" complete circulation and positive controlled agitation of the entire cold water bath. Cools all the milk in every can to 50° or lower in one hour or less... and then shuts itself off automatically. You can also have storage capacity for both milkings.

NO OTHER MILK COOLER HAS ALL THESE EXCLUSIVE FEATURES. That is why you owe it to yourself to SEE THE NEW ESCO "NI-AG-RA" before you buy your milk cooler.

CLIP COUPON TODAY OR SEND POSTAL
Get new Escó Booklet... Tells why the New Escó "NI-AG-RA" will cool your milk with less work... and at LESS COST.

New Escó "NI-AG-RA" Milk Coolers range from 2 to 21 can capacity



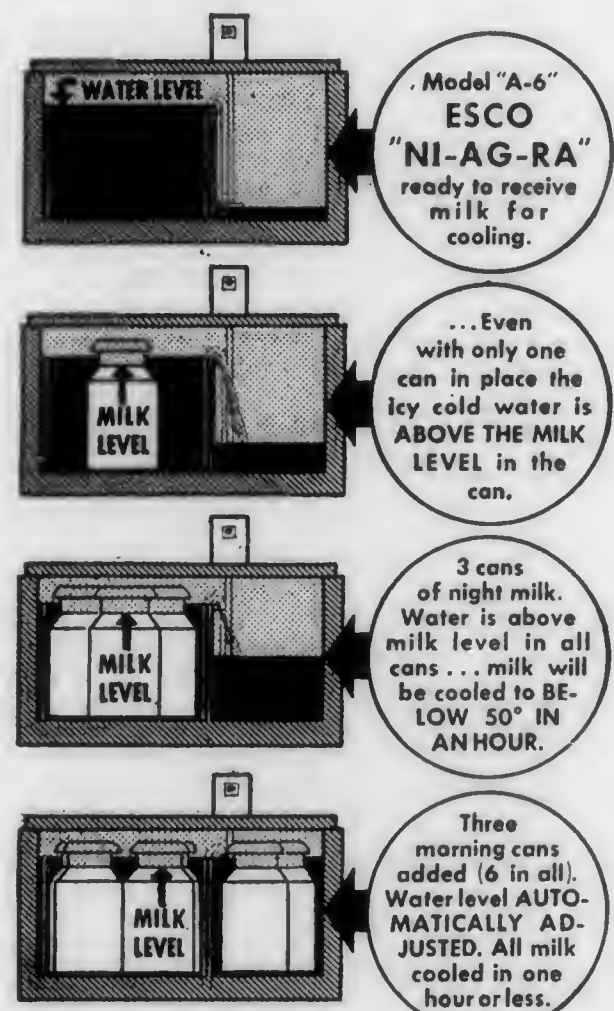
ESCO CABINET COMPANY
699 E. Biddle St., West Chester, Pa.

Gentlemen:
I am shipping... cans of milk a day. Please send me complete information on the new ESCO "NI-AG-RA" Milk Cooler.

Name.....

Address.....

P. O. State.....



Dr. Naylor's

MEDICATED

TEAT DILATORS

The only soft surface dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO test canal, keep test OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the teat. Accept only genuine Dr. Naylor dilators.

LARGE PKG. (48 Dilators).....\$1.00

TRIAL PKG. (18 Dilators)......50

Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.

H. W. NAYLOR CO., MORRIS, N. Y.

Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

"ELECTRIC MILK COOLERS \$99.50—WATER SYSTEMS \$36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. JR. COMMERCIAL REFRIGERATION CO., INC., Rochester, N. Y."

Bond Case Argued

WHETHER THE state has a right to require milk dealers to furnish bond for the milk which they purchase was argued before the Dauphin County Court, starting March 31; the hearings were completed on April 6. It is necessary for the Court to study all the evidence presented before rendering its decision but it is hoped the decision will be handed down soon.

The bonding provision of the present Milk Control Act was fought by the milk dealers when the present act was before the legislature for action. Shortly after the act became effective, two Harrisburg milk dealers sought and obtained an injunction against the bonding provision. The Control Commission appealed to the State Supreme Court, asking them to dissolve the injunction, at which time counsel for the milk dealers raised the question of the constitutionality of that particular feature of the law. The Supreme Court sent the case back to the Dauphin County Court for the taking of additional evidence relating to the constitutionality of the bonding provision.

Numerous delays were granted by the court which prevented a hearing until March 31. The Inter-State Milk Producers' Cooperative, recognizing that this feature of the law was designed to protect the interests of producers, asked for the right to intervene in the case. This right was granted, challenged and reaffirmed.

An argument presented by the milk dealers stated that producers were free to sell their milk where they please and were also free to determine the credit rating of milk dealers as a help in selecting their milk market. Theoretically, these statements may appear correct, but they do not work out in practice. The milk must be sold each day and, therefore, whatever market is available must be utilized.

It was suggested by counsel for the dealers that the bonding provision be invoked against a dealer only after he has failed to pay for milk. Such a plan is obviously absurd because the dealer already has received several weeks' milk of the producer when the delinquency becomes a fact.

The proceedings of the hearing showed vividly the complications of the milk business; it is much more involved than the selling of wheat, tobacco or even livestock. The Judge who heard the testimony commented frequently upon the changed conditions involved in milk marketing as compared to the days when he was a young man on the farm.

Union Calls Milk Drivers Strike

LABOR TROUBLES have been hitting Philadelphia's dairy industry during the past several weeks. These troubles culminated in a strike called against Abbotts Dairies on April 27. Latest advices indicate that this strike is not getting the results the union desired. The union announced, through the press, that milk would not be allowed to move from country points to Abbotts' plants and would not be delivered to consumers.

Developments showed, however, that the milk went through on schedule; in fact many of the trucks from nearby points were escorted by groups of farmers armed with the regular farm tools and no trouble was encountered in delivering milk to Abbotts' plants.

As for the success of the strike in the city, we quote from an advertisement carried in the Philadelphia newspapers by Abbotts Dairies. This advertisement was headed "Abbotts Dairies Make This Statement to the Public." Important passages follow:

"95% of our sales and delivery men are loyally serving milk to our customers. For the protection of our men, however, deliveries are being made during the daylight hours.

"We believe the public is especially interested at this time in knowing the position of Abbotts Dairies with regard to the men who sell and deliver our products.

"Our driver salesmen are paid on a salary and commission basis. Their average weekly earning for the month of March was \$40.07, and for the first six-day week in April, was \$42.36. They receive one week's vacation with pay.

"Furthermore, our employees and their families enjoy unusual protection. The C. R. Lindback Foundation, a beneficial association, takes care of each member when he is sick or disabled.

"Maximum Foundation benefits are: Full wages up to the limit of \$50 per week when sick or disabled; and half pay for LIFE, up to the limit of \$25 a week, if permanently disabled. Maximum death benefits are \$2,000."

The strike threat developed early in April when Local 463 of the Bakery and Milk Wagon Drivers' Union announced plans for a strike vote among drivers of the Scott-Powell and Abbotts Dairies. The vote was never called at the Abbotts' plant but the vote among

(Please turn to page 16)



STERILIZE DAIRY UTENSILS WITH HTH-15

● HTH-15 has helped thousands of dairymen to lower bacteria counts through better sanitation. HTH-15 is a chlorine carrier that kills bacteria quickly. Used as recommended HTH-15 is more economical, is harmless to dairy metals and meets every sanitary requirement. Because of its powder form, HTH-15 is easier to use, retains its strength and will not freeze or become lumpy. Try HTH-15. Ask for literature outlining an effective sanitation program for milk producers. A postcard will bring full information and a free 1/4 lb. sample.

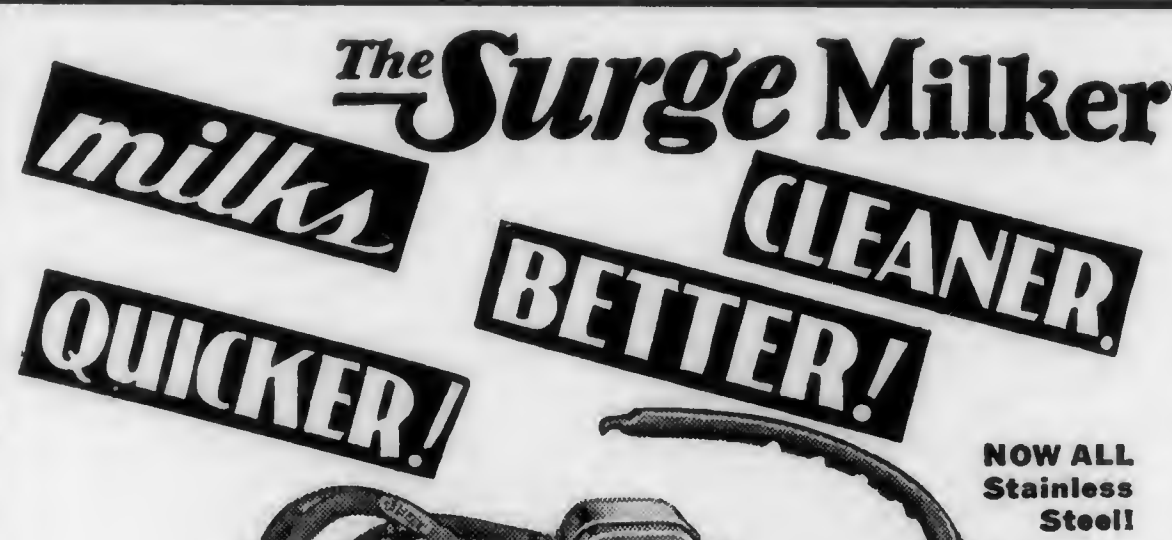
AVOID REJECTS—HTH-15 helps you meet the most rigid sanitary requirements

THE MATHIESON ALKALI WORKS (INC.)
60 East 42nd Street • New York, N. Y.

Use **HTH-15**



Mention the REVIEW when writing these advertisers



The Surge Milker milks quicker, cleaner, better! Milk travels only 4 inches instead of 4 feet! Every metal part touching milk now made of genuine Stainless Steel—the everlasting sanitary metal! No claws! The Surge Method has been proven by 12 years of unparalleled success! Easy Terms arranged. Come in and let's talk it over.

SURGE MILKING MACHINE CO.
566 Spencer St., Dept. 6835, Syracuse, N. Y.

Market Conditions

Milk Production—The average daily production per producer of 218 pounds during March, 1938, is 12 pounds per day higher than the average in March, 1937, and exactly equal to the April, 1937, production. The March increase was 5.83 percent, while March compared with February showed an increase of 6.34 percent. These data are based on records of approximately 6500 shippers selling to six of the larger dealers.

Part of this was likely due to open weather, which tended to increase production per cow. It is uncertain whether the number of cows had any real influence on the increased production. The United States Department of Agriculture reports 887,000 cows on Pennsylvania farms on January 1, 1938, which is the same as one year earlier. An increase of 1000 cows is reported for New Jersey and 2000 for Maryland, with no change in Delaware.

Pasture—"Favored by unusually warm weather in February and March and by adequate moisture in most areas, pasture started unusually early this year" according

to the United States Department of Agriculture. This indicates that the increase in milk production, due to pastures, will appear somewhat earlier than in previous years and undoubtedly will tend to bring the period of peak production somewhat earlier also. Likewise, we may look forward to a dropping off of production earlier than usual this year because of the earlier pasture season and because of the heavier production during the winter.

Feed Prices during the month of April average somewhat lower than in March and considerably below the prices prevailing in April, 1937, those prices being abnormally high. With the exception of corn meal and cotton seed meal most feeds were from 2 to 9 percent lower in April than in March; and, with the exception of linseed meal, were from 25 to 38 percent lower than in April, 1937. This represents a decrease of about 30 percent as compared to a year ago.

Farm Wages, on the other hand, were up from 2 to 6 percent in New Jersey on April 1, as compared to January 1. Month labor in Pennsylvania was 3 to 4 percent higher and day labor from no change to 2 percent higher than in January. Both Delaware and Maryland, according to the United States Department of Agriculture, were receiving a slight benefit due to lower wages compared to January.

Fluid Milk Prices in other markets have shown continued weakness. The price to producers supplying New York City was reduced 20 cents per hundredweight on Class I and Class II milk, effective March 28. This was accompanied by a reduction in retail price of 1/2 cent per quart. The producer price at Dayton, Ohio, was reduced 9 cents on Class I milk and at Lexington, Kentucky, a flat reduction of 20 cents on all milk. Tulsa, Oklahoma, producers took an 18 to 25 cent reduction on Class I milk and Portland, Oregon, producers a 31 cent reduction, with 1 cent per quart less to the consumer.

Sales of fluid milk decreased less than 1 percent in March, 1938, compared to March a year ago, according to reports of 136 leading markets in the United States as issued by the "Milk Industry Foundation". The same companies indicate that employment had decreased 4 percent for the same period, while payrolls decreased only .008 percent. This indicates an increase in employees' wage rates of nearly 4 percent.

Production of Manufactured Products show a higher trend, with approximately 17,000,000 pounds more of butter produced during January and February than during the same months of 1937, an increase of 8.2 percent. Cheese production showed an increase of 5,000,000 pounds or 6.2 percent, and evaporated milk 10,000,000 pounds, or 4 percent, during the same periods. Condensed milk production dropped 3,500,000 pounds, or 10.5 percent.

Consumption of Butter for the two months showed a 7,000,000 decrease and the trade output of evaporated milk was 24,000,000 pounds less. Cheese consumption increased about 3,000,000 pounds.

April Butter Prices for New York 92-score averaged 27.74 cents, a drop of more than 2 1/2 cents from March and more than 5 cents from April, 1937. The closing April quotation was 26 3/4 cents—7 cents less than last year. With Class II and Class III prices depending upon the butter price this means a substantial drop in our average weighted price. Butter storage stocks in the country's ten leading markets were approximately 8,900,000 pounds on April 27, compared with 2,700,000 pounds on the same day last year. Even so, the supply is not abnormally high. Producer prices paid by evaporators and condenseries for 3.5 percent milk during March, 1938, averaged \$1.36 per hundredweight for the United States—27 cents less than in March, 1937. Evaporator and condensery prices paid in the Middle Atlantic states were above average, being \$1.57 in March, 1938, and \$1.71 last year.

Dry Milk production in March, 1938, was approximately 6,000,000 pounds higher than in February, and than in March, 1937. The market price of dry milk is following the downward trend of all dairy products and is now considerably lower than during the spring of 1937. The government purchase program of dry skim milk, which embodied nearly 9,000,000 pounds, may relieve the surplus situation sufficiently to strengthen prices.

Importation of Dairy Products shows a favorable change as compared to 1937. Figures for March cheese importations were 2,000,000 pounds lower than during March, 1937. Importations of cream, condensed milk, evaporated milk, dry milk products and casein were at a particularly low ebb in February, the latest month on which figures are available. This is doubtless traceable to the extremely low price of manufactured dairy products making it impossible to bring them in over tariff barriers.

Proposed By-Law Change

The proposed amendment to Article II, Section 5, of the by-laws of the Inter-State Milk Producers' Cooperative, which was advertised on page 2 of the April, 1938, issue of the Milk Producers' REVIEW, was further amended and therefore action was not taken upon it by the Board of Directors at the special meeting held on April 21. The amendment as now written will be acted upon at the next meeting of the Board of Directors.

It is proposed to amend Article XI, Section 5, by inserting at the end of the first sentence thereof the following:

"The amount of savings, including reserves, allocated to any stockholder on the books of the Cooperative shall become released and surrendered to the Cooperative as part of damages if such stockholder breaks his producer's marketing agreement."

New Supphee President

The Supphee - Wills - Jones Milk Company has announced the election of Henderson Supphee, Jr., as president of the firm. He is a son of C. Henderson Supphee who was president until his death in 1934, and a grandson of George R. Supphee, founder of that branch of the present firm. Frank E. Wills, retiring president, continues as chairman of the Board of Directors.

The new president was formerly general manager of the ice cream division of the company.

After Price Cutters

The New Jersey Board of Milk Control has opened a campaign against unfair trade practices. It is especially concerned with stopping "chiseling" on milk prices which appears to be most prevalent in the northern part of the State.

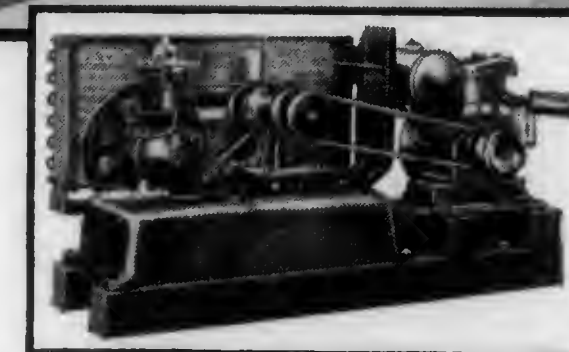
In announcing this program a member of the Board stated that it was unfair for one type of operator to take advantage of another group.

Hard luck is composed of laziness and poor judgment.



For low-count milk that commands premium prices you must have dependable refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.



Upper Illustration: M & E Compressor Model 725-MC, 2-cylinder, 1 h.p. motor.
Lower Illustration: M & E Compressor with gasoline engine drive for use where electricity is not available.

SAVE 25% or MORE

M & E Compressors are sold direct from factory to local dealer, to user. This means substantial savings to you... savings that often make it both cheaper and better to buy new M & E units than to try to repair old compressors.

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U.S.A. Plant at Lancaster, Pa.

Feed Price Summary for April, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

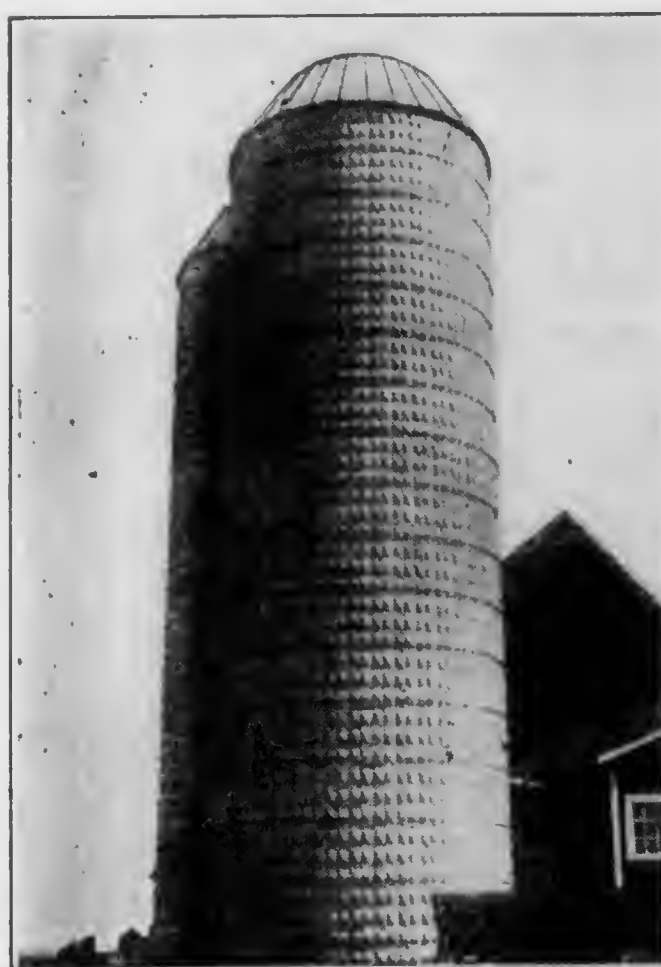
Ingredients	April 1938 (\$ per T.)	March 1938 (\$ per T.)	April 1937 (\$ per T.)	% Change Mar., 1938	April, 1937 compared with Mar., 1938
Wheat Bran.....	29.69	32.12	46.23	-7.57	-35.78
Cottonseed Meal 41%....	35.69	35.50	48.62	+ .54	-26.59
Gluten Feed 23%.....	31.62	34.20	44.61	-7.54	-29.12
Linseed Meal 34%.....	49.24	50.83	48.19	-3.13	+2.18
Corn Meal.....	31.18	30.79	50.47	+1.27	-38.22
Mixed Dairy Rations: 16% ..	32.26	33.10	43.18	-2.54	-25.29
24% ..	36.30	38.09	48.70	-4.70	-25.46
32% ..	38.75	40.22	51.70	-3.65	-25.05
Brewer's Grains.....	28.66	31.52	43.16	-9.07	-33.60



Butter was one of Napoleon's favorite foods. He insisted that all his meals be cooked in butter.

Free Fire Insurance

PRIEST
Reinforced Concrete Stave
SILOS



and their contents are unconditionally guaranteed for 10 years against any fire damage.
A Priest Silo will be the most permanent structure on your farm. Vermin-proof... leak-proof... airtight. Keeps all types of silage perfectly—not only for a few years, but for many years.
Priest Reinforced Concrete Silos are unconditionally guaranteed for 10 years... and yet cost no more than wood.
You owe it to yourself to send for a folder and full information NOW.

MEDFORD CONCRETE COMPANY
Priest Avenue MEDFORD, New Jersey

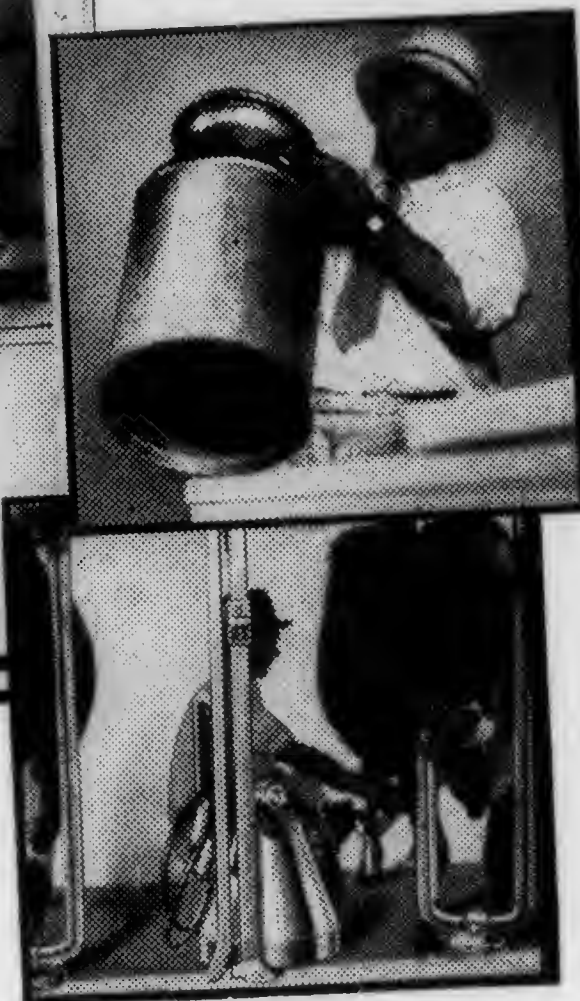
HOT WEATHER AHEAD...

Invest in a McCormick-Deering Milk Cooler



• ABOVE: Milk house at the Clark Crabill dairy farm, Springfield, Ohio, where a McCormick-Deering Milk Cooler is at work. Note the McCormick-Deering Milker on the top shelf of the rack outside the milk house.

• RIGHT (top): Mr. Crabill puts a can of milk in the cooler.
• RIGHT (bottom): Milking time in the Crabill barn.



McCORMICK-DEERING Milk Coolers do a first-rate job the year around, but it is during the hot summer months that dairymen most appreciate their dependable, efficient performance.

Clark Crabill, Springfield, Ohio, is one of many progressive dairymen who find McCormick-Deering Milk Coolers indispensable in keeping down bacteria count. As he explains it, improperly cooled milk causes trouble due to souring, leads to bad flavors, and may possibly become contaminated with contagious disease germs. And that's mighty important today, with health regulations more rigid than ever.

The McCormick-Deering complies with the most exacting cooling standards. It cools its full rated can capacity below 50 degrees in an hour or less, twice every 24 hours.

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
180 North Michigan Avenue Chicago, Illinois

McCORMICK-DEERING

Cream Separators · Milkers · Milk Coolers

A teacher reports the following essay on milk, written by a seven-year-old boy:

"I like milk. Milk is good for us. We get our milk from the milkman. The milkman gets it from the plant. The plant gets it from the farmer. The farmer gets it from the cow. The cow gets it from what he or she eats."

Union Calls Milk Drivers Strike

(Continued from page 13)

Scott-Powell drivers showed a count of 211 against being represented by that union and 83 in favor, with about 11 votes not being recorded. This vote was under supervision of the National Labor Relations Board.

McCormick-Deering Milkers and Cream Separators are other dairy equipment aids that will pave the way for more profitable dairying and lighten your work as well.

* * *

Here are three good ways to get the facts about McCormick-Deering Dairy Equipment. (1) Ask users in your neighborhood how they like McCormick-Deering Dairy Equipment. (2) Ask the nearest McCormick-Deering dealer for a demonstration. (3) Or, write us for complete information. We sincerely believe you will find McCormick-Deering the best buy in dairy equipment.

Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTERNATIONAL HARVESTER COMPANY

Vol. XIX

Philadelphia, Pa., June, 1

No. 2

Library, Cornell University, Dept. of Agr. Economics, Ithaca, N. Y.



THREE PALS

Abbott Strike Continues Violence Causes Sales Loss

THE STRIKE against Abbotts Dairies is now in its fifth week. This strike was called by Local 463 of the Bakery and Milk Wagon Drivers' Union, in which that union asked for higher wages, the right to bargain with Abbotts Dairies on wages and hours of all employees, 1/4-cent for each empty bottle returned, and elimination of all responsibility of drivers for loss due to bad debts and holdups. The strike call was answered by a small minority of drivers, less than 10 percent failing to report for work.

Union sympathizers have used threats, intimidation and violence against persons and property, apparently with the intention of destroying business. It appears that they have been much more successful in this regard than they have in convincing additional employees of the wisdom of the strike.

As a result of the loss of business caused by union sympathizers refusing to buy Abbotts' products, and also by the loss of wholesale accounts of stores and restaurants due to threats against property, there has been a sharp reduction in fluid milk sales by Abbotts Dairies. These reductions, it is reported, have been heaviest in the sections where practically all milk sales are of "B" milk.

In order to relieve the excess supply of milk which was aggravated by loss of sales, Abbotts Dairies asked the producers to deliver not more than a certain amount of milk each day, as based upon past production records. This order resulted in uneasiness in producing areas, following which special arrangements were made whereby Abbotts would continue to accept all milk.

Producers Aroused

Upon learning of this order, the Inter-State sent letters to all Abbotts' producers, informing them that arrangements would be made to pay producers for any milk for which they had no market. Much of this milk found its way to other outlets but any producer who suffered loss because of the milk kept home on May 23, or who also kept milk home May 24 because of failure to receive word that the milk would be accepted, is urged to report complete facts to the Inter-State, in order that a settlement can be made. As this milk would have added to the Class III supply of the dairy company, it is probable that settlement will have to be made on the basis of Class III price.

Officials of the Abbott Company have made available to Inter-State officials detailed information relative to the effect of the strike on their sales and also about their production trend. On the basis of incomplete information now available, it appears that there will be a considerable reduction in the Class I percentage for May. This will cause a substantial reduction in the average price per hundredweight, a part of the price which farmers must pay for this labor disturbance.

The Inter-State has been active in efforts to bring about a truce in the labor dispute. Appeals have been made to public officials of every state involved and of the

Federal Government, including the President, Senators, Congressmen, Labor Department officials, Governors, and all others who might be in position to help. Several of these officials have assured us of their desire for an early settlement.

Mass meetings of producers were called in many sections when the order to leave milk at home was issued. These meetings resulted in numerous resolutions in which producers called upon labor leaders and government officials to bring about a truce until the dispute could be settled. They asked that this be done to prevent further loss to farmers who are innocent victims of this labor war, declared by many as uncalled for and unjustified. Many of the resolutions asked also that labor laws be amended or repealed so as to insure agriculture against loss of any kind due to labor demands and disturbances.



The Minute Men of 1938. These Lancaster and Chester County farmers believe in the maxim that "The milk must go through", and they saw to it that it "went through" on the morning of April 27 in spite of threats by strike leaders.

Bad Cans Mean Poor Milk

THAT MEMBERS of the Inter-State may know that this is not the only part of the country where inspectors and dealers condemn milk cans, we are giving you the experience in the Detroit market. The following suggestions written up in the *Michigan Milk Messenger* apply with just as much force, we feel, in the Philadelphia market as in Michigan.

"The editor has read some of those rules and regulations about keeping milk cans clean. After spelling out the long words the idea seems to be that lots of real hot water, a soapless washing powder, a brush and plenty of elbow grease are all very essential. A chlorine sterilizer is a help, but it seems that even a sterilizer cannot make a dirty dairy utensil safe. Then, we read an article just lately about rust. It said where there is moisture, there is most likely rust. From what we gathered the writer meant the inside surface must be bone dry.

"The best milk in the world can be ruined by putting it in a germ infested can. Before going in the

can it may stand up 5 hours or more in the blue test and show a sediment pad as white as snow—that is no insurance against even a tiny spot of corruption lurking in a sick can.

"A sick milk can may be helpless because of mechanical defects. It may need retinning all over. It may need solder for broken seams. Perhaps the cover is jammed beyond recognition. It may need eternal rest from milk holding duties. Or, a sick can may be suffering from that thing about which even your best friends won't tell you. It might be grateful for the right use of hot water, cleansing powder and sterilizer for a passport into good society once more.

"A can in good mechanical condition can be kept absolutely sanitary; one with rust spots, open seams or even rough interior surface is practically hopeless until repaired. Much rejected milk is directly traceable to the can. The difference between accepted and rejected milk will soon pay the cost of good cans kept in perfect condition."

Pick Out The Best Man

DURING THE past few years party lines have lost much of their significance and issues are taking their place. This is a healthy change and offers agriculture a great opportunity to make itself felt in legislative and administrative offices of our state and nation.

I would like to suggest to every Inter-State member—and every other farmer—to keep this in mind and to vote for the man instead of the party. It has been my observation that if farmers as a class vote for candidates on their merit instead of by party, the farmers gain real influence among the public officials. In such places the candidate must stand on his previous record and connections and he reveals his character by his intention toward agriculture. This is shown up especially in his campaign talks on agriculture, whether these talks are something to "get out of the way", show no real understanding and are filled with rash promises that can not be fulfilled, or whether the talks show

a sound and practical understanding of the real issues that confront farmers and affect farm prosperity.

We have no room for public officials who look at farmers and farm problems as side issues and at farm votes only as a means of getting into office. We want public officials, state and federal, who understand agriculture and who will not sacrifice farmers and their prosperity in order to win the favor of other highly organized and vocal classes or groups.

With such an attitude farmers of eastern states, even highly industrialized states such as Pennsylvania and New Jersey, can make themselves felt in every election and will influence the action of elected officials throughout their entire terms.

A. Lauterbach

"Grass" Silage Makes Hit

POPULARITY OF grass silage in Pennsylvania has increased by leaps and bounds. Although only 30 farmers ensiled grasses in 1936, the number jumped to over 250 last year. Many farmers are making their plans now for ensiling grasses and legumes during the summer.

"Several reasons account for the tremendous interest in grass silage," points out R. H. Olmstead, dairy specialist, and J. B. R. Dickey, agronomist at Pennsylvania State College. "Ensiling eliminates the loss of nutrients resulting from the loss of leaves, leaching, and rain damage when conditions are not entirely suitable for making hay.

A Great Summer Feed

"Grass silage is one of the best feeds for keeping up production during July and August when pasture is scarce. By filling silos to one-third or one-half capacity, dairymen have a succulent feed for the summer. This enables them to use their silos the entire year.

"Properly made grass silage is dark green. The carotene content is very high which passes a yellow color on to the milk, giving it the appearance of milk from cows on grass. Some dairymen believe they can maintain this color during the winter months by feeding grass silage.

Several essential points should be kept in mind. Ensilage forage when it is green and at its highest feeding

value. When too old or over-ripe, poor silage results. The material dries out too much if it is left in the swath for more than an hour after mowing. If for any reason it does dry out, adding water at filling helps although it does not always insure good silage.

Add 50 to 60 pounds of molasses per ton of green cereals and grasses, 75 to 80 pounds per ton of clover and alfalfa, and about 100 pounds per ton of green soybeans. Mix the molasses thoroughly with the chopped roughage. Cut at a length of one-fourth to one inch.

"Phosphoric acid at the rate of one and one-fourth gallons per ton of green material has been used successfully," he states. "It is apparently as satisfactory as molasses and eventually may be as commonly used. Unlike molasses, phosphoric acid does not add feeding value to the silage, but it increases the value of the manure."

Any Hay Crop Suitable

At the time of filling, one man in the silo to regulate the distributor pipe, or to go in and level off the material after each load, seems to be sufficient. During the last of the filling, tramping should be thorough.

"If the silage is not fed soon after filling, it should be sealed by tramping thoroughly and covering with heavy paper over which is placed a material such as wet saw-

dust, to hold it down," recommend the specialists.

Almost any crop may be ensiled with success. Those tried by Pennsylvania dairymen include alfalfa, sweet clover, soybeans, red clover, mixed hay, timothy, green small grains, and various combinations.

Swenson Named Secretary

Nils B. Swenson has been named Secretary of the New Jersey Board of Milk Control, succeeding H. Dallas Fogg who was acting secretary for the past several weeks.

Mr. Swenson, who owns and operates a dairy farm at Hackettstown, has had wide experience in milk control, having served a three-year term on the first New Jersey board, following which he served as the North Jersey field representative of the board.

Institute of Cooperation Goes To Far West

The 1938 American Institute of Cooperation will be held at the University of Idaho, Moscow, July 11-15, with some of the sessions at the State College of Washington, Pullman, which is only 15 miles distant. The Institute will emphasize the practical application of co-operative principles and ideals to the problems of agriculture. It will consist of lectures and open discussions. This is the fourteenth annual Institute.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Assistant Secretary
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South Jersey—H. T. Borden, Co-op Bldg., Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Warn Against Making Milk a Public Utility

"Don't let milk become a public utility" is the central theme of a series of broadcasts on the question "Should milk be a public utility". These broadcasts were given over station WBIL and were sponsored by the Public Service Forum.

The speakers, all prominent in New York's dairy industry, appeared unanimously against making milk a public utility. Farmer representatives could foresee milk becoming even more of a political football under such a setup than at

present, with the result that the farmers would be far outnumbered by consumers and they would be almost helpless in maintaining a decent price so as to enable them to continue a fair standard of living. Numerous practical difficulties were outlined in detail by the various speakers.

Among the speakers on this subject were William B. Duryee, assistant to the president, Sheffield Farms Company; Miss Vera Mc Crea, director of the Home Department, Dairymen's League Cooperative Association; Homer S. Rolfe, president of Metropolitan Cooperative Milk Producers' Bargaining Agency; and J. O. Eastlack, vice-president of Borden Farm Products Company.

Another Utilization Audit

We are pleased to announce that arrangements have been made with a second dealer for an audit of his purchases and sales of milk as they affect the percentages in each classification.

Clover Dairy of Wilmington has the honor of being number two on our list of dealers who have extended this welcome cooperation to the Inter-State. The management of Clover Dairy, the Wilmington Inter-State Market Committee, and Floyd Ealy, market manager, share the honor of working out this agreement.

New Feed Cuts Costs

Evidence on the use of molasses silage by dairymen indicates that it is a safe and sound method of reducing the cost of milk production. This new type of silage is growing in popularity every year. It saves every bit of the grass, clover, or alfalfa used in making it. There are no losses through fallen leaves as in making hay. It is a life-saver during seasons of short summer pasture and stores solidly in a compact space, reducing handling and storage costs.

Another advantage is that this method of storing dairy feeds permits the cutting and storing of these "hay" crops even in damp and rainy weather with no spoilage. Users of this feed in winter insist that the color of the milk is much better than if the cows are fed hay and corn silage.

Bulletins and other literature are available on the best methods of adding molasses to the green material when putting it in the silo. Most county agents have material of this kind which may be had for the asking. The REVIEW will be glad to supply information to anyone asking for it.

Worry is thinking without facts.

Milk Month

A nation-wide campaign to promote the use of more milk starts on June 10 and continues to July 9. This campaign is being promoted especially by variety stores (5 and 10 stores, etc.), chain drug stores, and chain grocery stores. More than 40,000 retail units are represented by these groups.

In addition to special advertising and displays, clerks in many of the participating stores will wear conspicuous badges, calling upon customers to use milk.

All these forces should have a real effect on making the public think about and use milk. We should like to see Milk Month repeated 12 times a year.

Every milk-producing farmer in the country can very well afford to do his bit by using an extra quart, or two, or three, on his family table every day during Milk Month. We wager that most producers, after trying this will continue to use that extra milk regularly.

Plans Taking Shape For 4-H Dairy Contests

Two 4-H club boys, or girls, from some community in Pennsylvania, Maryland, and Delaware will be making a trip to the National Dairy Exposition at Columbus, Ohio, next October. These boys will be the winners in their respective state 4-H dairy demonstration contests which are being supervised by the state club departments.

In every case the projects are receiving help from the Inter-State Milk Producers' Cooperative. In Pennsylvania the Dairymen's Cooperative Sales Association and the Dairymen's League Cooperative Association are extending similar help, while the Maryland and Virginia Milk Producers' Association is also encouraging the Maryland contest.

These boys will never forget and never regret the experience they will gain from this trip. They will be better dairymen and better citizens because of it. Likewise every boy, or girl, who takes part in a local or state demonstration contest will be the better for it. What these young folks learn in preparing for and putting on their demonstrations on "Guarding the Quality of Milk" will be an important part of their education.

Is there such a demonstration team in your community? If not, there is still time to organize one. See your county club agent for details.

On the great Clock of Time there is only one word—NOW.

Class I Price Cut 8 Cents

A NEW PRICE schedule was put into effect for the Philadelphia market through an order issued by the Pennsylvania Milk Control Commission early in May. This order is effective only until July 15. It provides for an 8-cent reduction on Class I milk; 12 cents on Class II, and 7 cents on Class III, to producers in Pennsylvania. The Class I price at receiving stations outside of Pennsylvania was reduced 8 cents with no change in other classes. The Class II price in other Pennsylvania markets except Pittsburgh was reduced 10 cents.

The price reduction was the result of a combination of circumstances existing in the market. Prominent among these are the unusually heavy production, the failure of sales to keep step with production and the increased costs experienced by dealers, including higher wages, taxes, social security, and unemployment compensation taxes.

It is sometimes said that Philadelphia, with a lower retail price than some other nearby markets, could very well increase the consumer price, but sound business judgment would be against such a move at this particular time with heavier production and with an uncertain industrial situation resulting in restricted buying by many.

Rural Leaders Meet Soon

The Pennsylvania Country Life Conference will be held at Newton Hamilton, June 15-18. This conference will be open to anyone interested in studying the inter-relation of social, religious, and economic problems in rural areas. The problems of young folks and older people, of men and women, will all be included in the conference.

The aim of the conference is to develop individuals, improve family life, and bring about a more complete and wholesome community activity. The entire program will center around the desire to make rural communities highly desirable places in which to live.

Full information will be supplied by the REVIEW to anyone wishing to attend. The cost of attending the conference is very small.

New York Producers Unite

A remarkable unity of thought is found in the New York milkshed, where 60,000 or more producers have expressed almost a unanimous agreement on the methods which should be followed in bringing order into that troublesome market.

The Metropolitan Cooperative

The price reduction in this market was effected without the disturbance experienced in many places. This reduction will average about nine cents to Pennsylvania producers plus reductions in Classes II and III caused by lower butter prices, and is much more satisfactory than the sharp breaks which occurred in some markets. It is also much better than the experience in Pittsburgh, where the courts ordered a 27-cent reduction pending a final opinion. This was later made 13 cents followed by a second reduction of 2½ cents on Class I milk.

Reports from markets in almost every section of the United States indicate that, within the past six months, there have been price reductions of a few cents to as much as 50 cents or more per hundred.

The Milk Control Commission is now at work writing a new order for the Philadelphia market, which, it is intended, will be made effective at expiration of the present emergency order. The new order is taking into review all factors entering into the price schedule and is based upon the testimony presented at the State and Federal hearings held in Philadelphia in March and April. The AAA is also at work making plans for a similar order, to be effective at the same time.

Milk Producers Bargaining Agency, which is an affiliation of most genuine cooperative groups selling milk in the New York City area, has requested hearings on a proposed Federal agreement and order. These hearings started the middle of May and continued until the 26th, when they were recessed until June 3 at Albany. Sessions were held at several up-state points and in New York City.

It is hoped that milk distributors can agree on a fair and equitable order for that market and will work toward its adoption so as to end the present demoralized market conditions which are resulting in distressingly low prices to producers in many parts of that milkshed.



A wagon load of "next winter's milk" on the farm of Carsten H. Johannsen, Vienna, Maryland.

Clayton Keener Joins Inter-State Field Staff

We are pleased to announce the appointment of Clayton Keener to the field staff of the Inter-State Milk Producers' Cooperative. Mr. Keener will work in the southern Lancaster and southern Chester county area. His work will be that of a regular field representative, in working with members on every type of problem affecting their milk market, including quality problems, check-weighing and testing, finding new markets, and also general membership work, including getting non-members interested in the Cooperative.

Mr. Keener is a graduate of Millersville State Teachers College and has been principal of Little Britain Township High School for several years. He was born and raised on a Lancaster County farm and, in addition to his school work, has produced milk for the Philadelphia market for the past 12 years, maintaining a herd of purebred Guernseys, tuberculin and blood tested. He is active in the cooperative movement, being president of the Southern Lancaster Local of the Cooperative, a Farm Bureau member, and he and Mrs. Keener are members of the Friendly Farmers Club.

Field Day, June 9

Pennsylvania Annual Farmers' Field Day will be held at Pennsylvania State College on Thursday, June 9. Practically every phase of agricultural research will be on display for the farmers visiting the campus on that day. Special features will be of interest to dairymen, livestock producers, potato and vegetable growers, poultrymen, and the housewife.

The mechanics of operating the farm, including machinery, fencing and building will be features on the program.

It Happens There, Too

Milk producers in the Kansas City market have also felt the effects of a strike of milk distributor employees. Operating engineers in Kansas City milk plants demanded substantial wage increases when their wage contract expired on May 1 and, when these increases were not granted, walked out on May 6.

As a result the Pure Milk Producers' Association of Kansas City diverted the milk of its members to manufacturing plants without loss to the members. After one day of walkout a wage somewhat less than that demanded was agreed upon and the engineers went back to work, thus permitting regular plant operation.

Prices Paid By Philadelphia Dealers

Weighted Averages, April, 1938

Abbotts.....	\$2.32
Baldwin Dairies.....	2.41
Breuninger Dairies.....	2.60
Wm. Engel Dairies.....	2.67
Gross Dairy.....	2.66
Hamilton Dairies.....	2.48
Missimer Dairies.....	2.65
Mosebach Bros.....	2.64
Scott-Powell.....	2.30
Supplee-Wills-Jones.....	2.28

Supplementary Notes To Price Table on Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

†Class IA (Cream) price of \$2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, Doe Run and Tyrone markets.

‡April only.

The April average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in Pennsylvania for April as set by the Control Commission is \$1.07 per 100 pounds of 3.5% milk (\$1.21 for 4% milk) f.o.b. dealer's plant or receiving station, and for May it is \$.95 (\$1.08 for 4% milk). Class III price at receiving stations in Maryland and Delaware was \$.97 for 3.5% milk in April and \$.92 in May. Class III price for 3.5% milk f.o.b. Wilmington is \$1.17 for April and \$1.12 for May.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, April and May, \$2.76; Class I Grade A, April and May, Grade B plus price butterfat and bacteria bonuses, or \$3.16.

Class II, April and May, \$1.65.
Class III, April, \$1.11; May, \$1.04.

Land O' Lakes Strike Fails

The strike called against Land O' Lake Creameries at Minneapolis early in April demanded, among other things, a closed shop and the control by the union of the hiring of help.

Land O' Lakes refused flatly to consider either of those demands and after about three weeks' strike, the difficulty was settled, granting employees an additional 4 cents an hour and two extra holidays a year. Land O' Lakes remains an open shop.

An executive committee meeting of the National Cooperative Milk Producers' Federation was held in Minneapolis in connection with this strike.

Classification Percentages, April, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts.....	60	—	39	1	79.3% of Class I
Baldwin.....	71	—	13	16	64% of Production
Blue Hen Farms.....	72	—	7.7	20.3	
Breuninger.....	82	—	11	7	
Clover Dairy Co.....	68.57	—	13.05	18.37	59% of Production
Delchester.....	59	—	41	—	
Eachus Dairy.....	86	10	4	—	
Engel Dairy.....	85	—	15	—	
Fraims Dairies.....	73.02	—	14.03	12.95	86% of Production
Chas. Gross.....	84	—	16	—	
Hamilton.....	73.67	—	18.51	7.82	
Harbison Dairies.....	77	—	10	13	77% of Class I
Hernig, Peter.....	57	—	43	—	
Highland (Doe Run).....	70	8	12	10	
Hoffman, Altoona.....	40.2	8.1	51.7	—	
Hoffman, Huntingdon.....	31.5	2.8	65.7	—	
Johnson, J. Ward.....	83.98	—	13.87	2.15	
Keith's Dairy.....	79.5	7.5	13	—	
Martin Century.....	*76.3	—	*23.7	—	63.5% of Production
McMahon Dairy.....	71.96	12.65	—	15.39	
Meyers Dairies.....	71	—	29	—	92% of Production
Missimer Dairies.....	83	—	17	—	
Mosebach Bros.....	83.62	—	14.05	†2.33	72.32% of Production
Penn Cress.....	38.1	1.2	60.7	—	
Scott-Powell.....	59	—	38	3	63% of Production
Strickler.....	73	9	18	—	
Supplee-Wills-Jones.....	58.12	—	32.73	**9.15	82.58% of Class I
Sypherd's Dairy.....	76.5	—	17.2	6.3	
Waple Dairies.....	75	7.9	—	17.1	
Wawa.....	65	—	18	17	

NEW JERSEY

	Norm	Cream	Excess
Abbotts "A".....	\$91.5	8.5	Balance
"B".....	73.5	26.5	Balance
Castanea "A".....	87	Balance	69% of Excess
"B".....	78	Balance	69% of Excess
Scott-Powell.....	97.25	2.75	Balance
Suburban "A".....	77.2	22.8	Balance
"B".....	88.4	11.6	Balance
Supplee-Wills-Jones.....	100	—	Balance

*Martin Century paid in April, Class I, 59.6% at \$2.69 and 16.7% at \$2.88; Class II, 18.5% at \$1.46 and 5.2% at \$1.50. (Prices for 3.5% Grade "B" milk, f.o.b. Lansdale.)
**Supplee-Wills-Jones paid the New Jersey price of \$1.11 for 3.5% milk on all Class III.
†Used in Class V, same price as Class III.

Feed Price Summary for May, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	May 1938 (\$ per T.)	April 1938 (\$ per T.)	May 1937 (\$ per T.)	% Change compared with April, 1938	May, 1938
Wheat Bran.....	30.04	29.69	44.71	+1.18	-32.81
Cottonseed Meal 41%.....	35.64	35.69	51.74	— .14	-31.12
Gluten Feed 23%.....	30.74	31.62	44.34	-2.78	-30.67
Linsed Meal 34%.....	48.64	49.24	47.77	-1.22	+1.82
Corn Meal.....	31.16	31.18	49.91	— .06	-37.57
Mixed Dairy Rations: 16%.....	31.75	32.26	44.12	-1.46	-28.04
24%.....	37.06	36.30	49.77	+2.09	-25.54
32%.....	39.98	38.75	52.47	+3.17	-23.80
Brewer's Grains.....	28.24	28.66	43.26	-1.47	-34.72

Winterthur Wins Honor

Winterthur Farms of Winterthur, Delaware, a member of the Inter-State Milk Producers' Cooperative, has been awarded highest national honors among Holstein breeders in a rating by the Holstein-Friesian World. This rating is on the production records of Holstein cows on official 10-month or yearly tests,

with points scored according to rank of production records in each classification for the year.

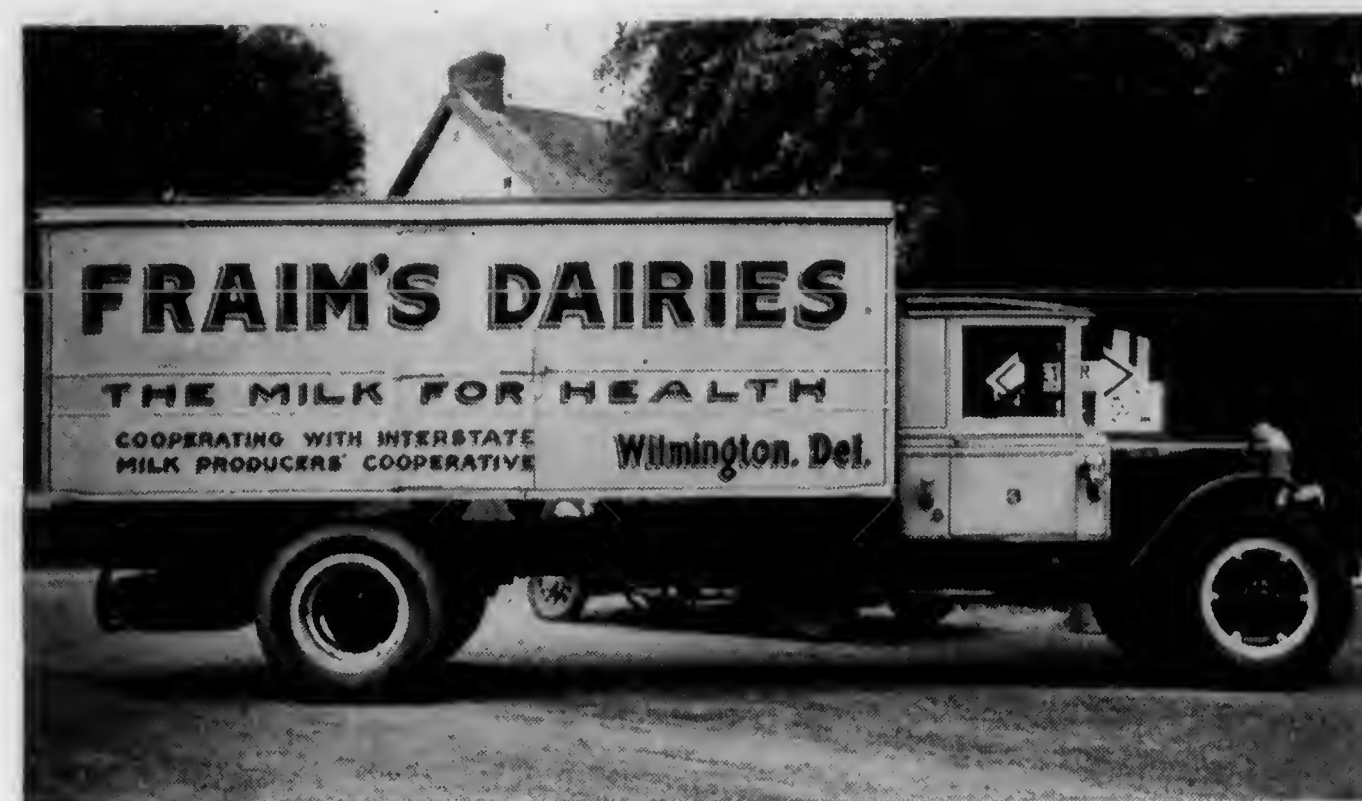
Winterthur scored 751 points in 1937, more than twice the points of the second place winner. Delaware, with 766 points, ranks second to Wisconsin in state honors. This is the tenth time in 12 years that Winterthur has taken first honors.

Prices *3.5% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

April Averages and April and May Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in April	Class I Price April	Class I Price May	Class II Price April	Class II Price May
Harshbarger, J. E.....	Altoona, Pa.....	\$2.42	\$2.76	\$2.76	\$1.43	\$1.27
Hoffman.....	Altoona, Pa.....	2.01	2.76	2.76	1.43	1.27
Keith's Dairy.....	Altoona, Pa.....	2.53	2.76	2.76	1.43	1.27
McMahon, F. R.....	Altoona, Pa.....	2.46	2.76	2.76	1.43	1.27
Supplee-Wills-Jones.....	Bedford, Pa.....	1.95	2.37	2.29	1.43	1.25
Peter Hernig.....	Boiling Springs, Pa.....	2.04	2.48	2.40	1.45	1.27
Harbisons.....	Brandtsville, Pa.....	2.22	2.52	2.44	1.45	1.27
Harbisons.....	Byers, Pa.....	2.22	2.52	2.44	1.45	1.27
Harbisons.....	Carlisle, Pa.....	2.22	2.52	2.44	1.45	1.27
Supplee-Wills-Jones.....	Centerville, Pa.....	1.86	2.24	2.16	1.41	1.23
Hershey Creamery Co.....	Chambersburg, Pa.....					
Supplee-Wills-Jones.....	Chambersburg, Pa.....	2.00	2.45	2.37	1.44	1.26
Highland Dairy.....	Chester, Pa.....	2.55	2.88	2.80	1.50	1.32
Miller-Flounders.....	Chester, Pa.....	2.55	2.88	2.80	1.50	1.32
Supplee-Wills-Jones.....	Chestertown, Md.....	1.96	2.48	2.40	1.27	1.22
Scott-Powell.....	Clayton, Del.....	1.99	2.50	2.42	1.27	1.22
Abbotts.....	Coudersport, Pa.....	1.93	2.28	2.20	1.42	1.24
Penn Cress Ice Cream Co.....	Cresson, Pa.....	1.96	2.76	2.76	1.43	1.27
Abbotts.....	Curryville, Pa.....	1.99	2.37	2.29	1.43	1.25
Highland Dairy.....	Doe Run, Pa.....	2.29	2.65	2.65	1.43	1.27
Supplee-Wills-Jones.....	Duncannon, Pa.....	2.04	2.52	2.44	1.45	1.27
Abbotts.....	Easton, Md.....	1.98	2.46	2.38	1.27	1.22
Delchester Farms.....	Edgemont, Pa.....	2.31	2.88	2.80	1.50	1.32
Turner & Wescott.....	Glen Roy, Pa.....		2.55	2.47	1.46	1.28
Abbotts.....	Goshen, Pa.....	2.09	2.53	2.45	1.45	1.27
Supplee-Wills-Jones.....	Hagerstown, Md.....	1.91	2.39	2.31	1.27	1.22
Supplee-Wills-Jones.....	Harrington, Del.....	1.96	2.48	2.40	1.27	1.22
Strickler Dairy.....	Huntingdon, Pa.....	2.37	2.65	2.65	1.43	1.27
Supplee-Wills-Jones.....	Huntingdon, Pa.....	1.98	2.43	2.35	1.44	1.26
Harbisons.....	Hurlock, Md.....	2.15	2.46	2.38	1.27	1.22
Nelson's Dairies.....	Jeffersonville, Pa.....		2.88	2.80	1.50	1.32
Abbotts.....	Kelton, Pa.....	2.11	2.55	2.47	1.46	1.28
Abbotts.....	Kempton, Pa.....	2.09	2.52	2.44	1.45	1.27
Supplee-Wills-Jones.....	Kennedyville, Md.....	1.96	2.48	2.40	1.27	1.22
Harbisons.....	Kimberton, Pa.....	2.22	2.52	2.44	1.45	1.27
Martin Century Farms.....	Lansdale, Pa.....	2.41	2.88	2.80	1.50	1.32
Supplee-Wills-Jones.....	Leaman Place, Pa.....	2.07	2.57	2.49	1.46	1.28
Supplee-Wills-Jones.....	Lewistown, Pa.....	2.00	2.45	2.37	1.44	1.26
Sypherd Dairies.....	Lyndell, Pa.....	2.24	2.52	2.44	1.45	1.27
Harbisons.....	Massey, Md.....	2.16	2.48	2.40	1.27	1.22
Supplee-Wills-Jones.....	Mercersburg, Pa.....	2.00	2.45	2.37	1.44	1.26
Harbisons.....	Millville, Pa.....	2.13	2.40	2.32	1.44	1.26
Supplee-Wills-Jones.....	Mt. Pleasant, Del.....	1.96	2.48	2.40	1.27	1.22
Supplee-Wills-Jones.....	Nassau, Del.....	1.94	2.45	2.37	1.27	1.22
Scott-Powell.....	New Holland, Pa.....	2.10	2.56	2.48	1.46	1.28
Abbotts.....	Oxford, Pa.....	2.11	2.55	2.47	1.46	1.28
All Distributors.....	Philadelphia, Pa.....	(see page 6)	2.88	2.80	1.50	1.32
Abbotts.....	Port Allegany, Pa.....	1.93	2.28	2.20	1.42	1.24
Scott-Powell.....	Pottstown, Md.....	2.13	2.61	2.53	1.46	1.28
Supplee-Wills-Jones.....	Princess Anne, Md.....	1.89	2.37	2.29	1.27	1.22
Abbotts.....	Providence, Md.....	2.00	2.49	2.41	1.27	1.22
Ziegler Dairy.....	Reading, Pa.....		2.65	2.65	1.43	1.27
Supplee-Wills-Jones.....	Red Hill, Pa.....	2.07	2.57	2.49	1.46	1.28
Breuninger Dairies.....	Richlandtown, Pa.....	2.30	2.52	2.44	1.45	1.27
Sheffield Farms.....	Rising Sun, Md.....	2.04				
Harbisons.....	Rushland, Pa.....	2.22	2.52	2.44	1.45	1.27
Scott-Powell.....	Snow Hill, Md.....	1.89	2.34	2.26	1.27	1.22
Abbotts.....	Spring Creek, Pa.....	1.90	2.24	2.16	1.41	1.23
Harbisons.....	Sudlersville, Md.....	2.16	2.48	2.40	1.27	1.22
Stegmeier, Clayton.....	Tamaqua, Pa.....		2.76	2.76	1.43	1.27
Supplee-Wills-Jones.....	Townsend, Del.....	1.96	2.48	2.40	1.27	1.22
Waple Dairies.....	Tyrone, Pa.....	2.33	2.65	2.65	1.43	1.27
Supplee-Wills-Jones.....	Waynesboro, Pa.....	2.00	2.45	2.37	1.44	1.26
Eachus Dairy.....	West Chester, Pa.....	2.54	2.65	2.65	1.43	1.27
Blue Hen Farms.....	Wilmington, Del.....	2.27	2.67	2.59	1.47	1.42
Clover Dairies.....	Wilmington, Del.....	2.24	2.67	2.59	1.47	1.42
Fraims Dairies.....	Wilmington, Del.....	2.31	2.67	2.59	1.47	1.42
Sylvan Seal (Delaware only).....	F. O. B. Farm.....	2.00				
Supplee-Wills-Jones.....	Zieglerville, Pa.....	2.07	2.57	2.49	1.46	1.28

(\$2.04 for all milk in April)



Here is another truck which is hauling milk under contract with the Inter-State Milk Producers' Cooperative. This is one of three trucks operated by Fram's Dairies and hauling milk to their plant in Wilmington. The body is soundly built and well insulated, giving every protection to cans and contents.

Secondary Markets

SOUTH JERSEY

A meeting of Burlington County producers was held at Mt. Holly on May 12, with 124 attending. This meeting followed a plan very similar to that held at Woodstown late in April.

The meeting at Bridgeton on May 23 attracted 114 producers from the Bridgeton and Deerfield Locals. The Abbotts' strike situation was a feature of the discussion at that meeting.

The executive committee of the South Jersey market met on May 17 and considered seriously the advisability of asking for a Federal marketing order.

One dealer collected dues from non-members by mistake, all of which were returned to those producers. This built goodwill to such an extent that several of those producers signed marketing agreements. A growing interest in the Cooperative is developing throughout the area.

The excess milk of two distributors was taken care of by the manager and the Burlington County milk which Abbotts could not handle because of the strike was separated and the cream and skim milk sold through the efforts of the committee.

LANCASTER

Heavier production in the Lancaster market, coupled with cool weather which has decreased consumption especially of cream, has created a heavy surplus. In spite of this the

manager and the committee have kept the milk of all members moving to market.

The Board of Health inspectors for the city and the state have been active recently and the market manager is giving every assistance possible so that members will not suffer undue losses while meeting requirements of these inspectors.

The Lancaster committee feels that it should investigate thoroughly the Metropolitan Cooperative Milk Producers Bargaining Agency as a large part of the milk from the Lancaster area goes to New York. They are determining the procedure necessary to become a member of that group. The lower price prevailing in the New York market seriously affects the price received by local producers selling to dealers who dispose of a part of their product in New York.

TRENTON

The Trenton market is comparatively orderly, with every producer in the area, as far as known, enjoying a regular market provided he is meeting sanitary requirements. Frederick Shangle, market manager, asks all producers to give special attention during this flush season to the care of the milk and milk utensils. With the great abundance of milk no producer can afford to be careless for a minute or he is in danger of finding himself without a market.

The market manager and marketing committee are working on a norm plan for 1939. A ten-month average, eliminating May and June,

seems most popular but other suggestions from any producer will be appreciated by the manager and the market committee.

Meetings of locals are planned for early June, with a capable speaker, refreshments and entertainment included in the tentative programs. All members, their families, and neighboring producers are urged to attend and give their ideas on marketing problems.

WILMINGTON

The Wilmington market is overloaded with milk. Three dealers are sending the surplus to a cheese factory and two others are making their surplus into butter which is being stored.

A price reduction of 8 cents per hundred on Class I was agreed to, which is in line with the drop in the Philadelphia price.

Three members were notified by the dealer to keep milk at home one day a week. Through the efforts of Floyd Ealy, market manager, this dealer arranged to take all the milk, sending some of his surplus to a cheese factory and selling part of it to an ice cream plant.

Another dealer notified 26 producers to keep part of the milk home every day until the flush is over. Arrangements were made here to take all the milk and the surplus is going to a cheese factory. Producers were affected by this order for only one day.

Three members experienced inspection difficulties and the market manager helped them become reinstated with their buyer as soon as requirements were met.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of April, 1938:

Butterfat Tests.....	3360
Plants Investigated (first half Apr.)	13
(second half Apr.)	23
Farm Calls.....	1475
Non-Farm Calls.....	144
Herd Samples Tested.....	430
Brom-Thymol Tests.....	48
Microscopic Tests.....	17
Membership Solicitation Calls.....	197
New Members Signed.....	122
Local Meetings.....	10
Attendance.....	1174
District Meetings.....	1
Attendance.....	23
Committee Meetings.....	5
Attendance.....	53
Other Meetings.....	15
Attendance.....	851

A Page For Inter-State Women

Cooperation Begins At Home

By R. W. KERNS, Associate Professor of Rural Sociology Extension, Pennsylvania State College

"CHARITY BEGINS at home" is an adage all of us have heard. Of equal truth and of greater practical value to farmers and homemakers is another saying "Cooperation begins at home."

Most of us are Republicans, or Democrats, or something else. Most of us are Methodist, Reformed, Baptist, Catholic, Lutheran, or some other denomination. And most of us had very little to do with what we are. How did we get that way? The fairly general answer is that we are that way primarily because of training and conditioning received very early in childhood.

Early Home Influence

Just as specific sets of attitudes and beliefs like those suggested above are products of early home experience, so also are the more general attitudes of "loyalty to the group", "staying with a thing", "adjusting to other individuals", and "compromise"—the essence of cooperation—developed in the home. In short, the first great important influence of personality and character is one's own family group. The home marks you for life. The home which you develop and become a part of will mark your children for life—advantageously, with a fine spirit and personality, or disadvantageously, with a mental equipment suited only to failure.

A Lebanon County farmer said one time, "We have a large family yet, and we have what you call bad times as well as good times between us all. But there is not such sweet feeling in our home as when the eldest girl she sits down at the piano, and we all get around, and we sing." This Pennsylvania German hits the nail squarely in the center. He calls it "sweet feeling"; but in any language it means the same thing—loyalty and solidarity within the home.

It probably takes more training to be a successful homemaker than for any other job. Particularly important here, and at the same time difficult, is the development of right attitudes. Most will agree that the secret of "closeness" and "togetherness" in the farm home is joint participation in activities from which the whole family gets satisfaction. In fact, this is the secret of solidarity of any kind—even in cooperative locals. When we do things together and get something important

out of the doing, we are creating bonds of cohesiveness. Recreation is important in this connection. From my own home experience I can now better appreciate the value of the Sunday afternoon hikes which we took, swimming together, singing together, fishing, blackberrying, baseball, nature study, and a dozen other activities. Naturally, we were willing to work harder, too, because "Toil just seems to slip its tether When all are working all together."

The value of activities of this kind is not a new idea. More than sixty years ago the National Grange Master in a St. Louis address said, "If our body is going to move forward we must get together, sing together, play together, and work together for the common good of all." You have noted the sequence of his thinking.

Give Children a Part

Discussion in family groups, a family council, develops a tie that binds and builds for a cooperative spirit in later organizational activities. It gives children a voice in the family management and provides, besides integration, an opportunity for mental growth, self expression, and for acquiring status. The child soon learns that cooperation depends:

Not on your title nor your size

But folks who try to harmonize.

Most of us have used a crosscut saw. I often think of the man who said that he didn't mind if the other fellow rode the saw, but he did resent having him drag his feet. Cooperation is something more than not dragging your feet—that you are putting something into the thing—that you are pulling on the handle on your end.

A Washington agricultural leader has suggested that the reason there is greater solidarity in the farm family is because "father meets the boys at the milk shed at 5:30 in the morning and mother meets the daughters around the dish pan in the evening." Anyone who has lived on a farm will likely agree that activities such as these do not necessarily make for solidarity. However, if right attitudes prevail much of friendliness and comradeship can be developed through the doing of ordinary tasks. The thing that is important is not what is done together, but how it is done.

It has been observed that there is

greater "we-ness" in rural families than in urban home life. One reason is because the home is actually the center of the economic enterprise. Too, greater isolation on the farm tends to strengthen solidarity. Having fewer people with whom to associate than in the city, members of the farm family naturally associate more with each other.

Do Things Together

As important as these things is the fact that farm families do more things together. A study by Dr. Ogburn indicates that in 33 per cent of rural homes there was reading aloud as compared with 13 per cent in city homes. Fifty per cent of the rural homes played games together compared with 40 per cent in the city. The same is true for singing and playing music. Going to church is a family affair in farm homes; eighty-five per cent of farm children go to church with their parents as compared with 40 percent in cities.

Doctors Sorokin and Zimmerman of Harvard University say that the chief typical differences between rural and urban parent-child relations are:

- (1) Rural parents contribute more to the shaping of children's personalities, behavior patterns, and thinking.
 - (2) Mental, moral, and social similarity of parents and children in rural family is greater.
 - (3) In the country there is a higher degree of integration between the two generations and the whole family culture—beliefs, mores, traditions are stronger.
- The habit of cooperating and the attitude toward cooperation which is being developed in farm youth is the biggest single factor for optimism regarding the future of American agriculture. The more deeply the roots of cooperation are imbedded in the fertile minds of country children the more surely will the next generation of farm people really pull together for rural progress.

Cooperative Training Needed

We have long recognized that "it is only people who cooperate", that capital and commodities do not. We are now learning that people will work together only if their training, consciously, or unconsciously, has produced cooperative tendencies. In Scandinavia they speak of cooperation as being "inborn". What they evidently mean is that cooperative attitudes are developed so early in life that they cannot be distinguished from inherited traits. They have recognized the importance of early family training. They have proved that cooperation begins at home.

Dairy Council Doings National Milk Month Is Here Again

THE SUCCESS of a National Milk Month celebrated for the first time last year was such as to encourage its repetition, and even more extensive plans are underway for 1938's Milk Month, June 10th to July 9th.

Sixty-three different drug companies with 3300 soda fountains in every state in the union, and 3000 variety stores such as Woolworth, Kresge and McCrory are taking the leadership in pledging 100% cooperation in the national campaign with "Drink More Milk" as its slogan.

The National Cooperative Milk Producers Federation is giving its encouragement to Milk Month, as is the National Dairy Council.

Philadelphia, as previously, will take an active part. The Inter-State Milk Producers' Cooperative and the Philadelphia distributors are both contributing through the Dairy Council towards promotion expenses up to a maximum \$1000 as may be needed in order to utilize Milk Month to increase local sales in this market at a time when seasonal surplus is a problem.

Local drug stores and variety stores will be supplied with back-bar displays for soda fountains, window decorations and menu riders.

Other activities it is expected will follow along the lines of last year when 3000 lines of advertising were carried in the newspapers of Philadelphia, Camden and Chester, a proclamation being issued by the Mayor, radios carrying spot announcements and motion picture houses calling attention to "Milk Month". With the cooperation of additional business groups this year's celebration should not only reach but exceed that of 1937 in its extent.

Have You Heard

—That the Dairy Council reached 10,000 persons during a single week in May, and printed 160,000 pieces of special leaflets which were distributed within the same period as a part of the celebration of Child Health Week?

—That 15,000 copies of the new leaflet on "Milk" published by the University of Delaware were purchased by the Dairy Council and distributed in Wilmington through school contacts?

—That the "Dairy Dell", the milk bar operated for the Franklin Institute by the Dairy Council, during May broke all previous records for sales both for any one day or month?

—That the play on Broadway, "What a Life", whose author is "Happy" Goldsmith of the Dairy Council staff, continues its successful run in New York? This adds to the interest of Happy's high school audiences for whatever he chooses to talk to them about—and if we're given a guess, we suspect his subject will still be MILK.

—That the Dairy Council has a new motion picture, "Life Is What We Make It" which it will use in the coming year for both school and adult groups?

—That Philadelphia, as the home of Benjamin Franklin, is at last giving fitting recognition to its distinguished citizen in a three-day dedication of a Benjamin Franklin Memorial, and a page placed by the Dairy Council in the dedication



This herd of accredited Holsteins is owned by Ernest K. Gulick, Stockton, New Jersey.

brochure reminds its many hundred thousand readers that "Science and Nature have combined to make milk our most nearly perfect food?"

—That 1800 children who have been 10% or more underweight will this year be graduated from the nutrition classes of the Philadelphia public schools, largely as a result of the addition of a proper amount of milk in their diets?

Level Production Plan Needed

INTER-STATE MEMBERS over the entire milk shed are asking for action on a level production program. It is needed badly and the high production with correspondingly lower Class I percentages experienced this spring has driven home to more and more farmers that something should be done to level off the peaks and hollows of our milk supply.

The Pennsylvania Milk Control Commission has prepared a proposed order which has been submitted to producers and dealers for comment and consideration. This has been studied by the Inter-State staff and definite recommendations made to the Commission.

It is hoped that an order will be issued soon, specifying how quotas will be determined. The proposed order provides that the quotas shall be determined in this manner:

"The production of each month of the last calendar year shall be taken, the production during the 12 months totaled and divided by 12. If any of the first nine months are more than 10 percent over the monthly average production, then the monthly average plus 10 percent shall be substituted for the actual production for each such month. If any of the last three months are more than 20 percent over the monthly average production, then the monthly average production plus 20 percent shall be substituted for the actual production for each such month. Add each of the monthly figures so adjusted and the actual production for all other months of the 12-month

period and divide this figure by 12. The resultant figure is the monthly quota for the producer for the following year, except as provided hereafter in particular cases." The particular cases mentioned would apply in case a producer suffers a drastic loss beyond his control.

May we suggest that each of you take your 1937 production figures for each month and work out step by step what your quota would have been for 1938 according to the method outlined. The proposed plan also provides that new quotas will be made each year and will always be based upon the production of the preceding calendar year.

To summarize briefly—the producer who maintains an even flow of milk throughout the year will obtain a quota which is very nearly the same as his monthly average production. The uneven producer will find that the peaks of his high months are eliminated in calculating his quota with the result that in extreme cases his new quota may be 10 to 12 percent below his average monthly production for the year.

More than 23,000,000 blood tests have been made in the last forty-five months in the Federal-State campaign to control Bang's disease. During March, 27,824 reactors were found among 720,210 cattle tested. On April first, Pennsylvania had 407,679 cattle under supervision for Bang's control; Maryland had 89,920; New Jersey, 8,621; and Delaware, 16,482.

HOT WEATHER AHEAD... Invest in a McCormick-Deering Milk Cooler



• ABOVE: Milk house at the Clark Crabill dairy farm, Springfield, Ohio, where a McCormick-Deering Milk Cooler is at work. Note the McCormick-Deering Milker on the top shelf of the rack outside the milk house.

• RIGHT (top): Mr. Crabill puts a can of milk in the cooler.
• RIGHT (bottom): Milking time in the Crabill barn.

MCCORMICK-DEERING Milk Coolers do a first-rate job the year around, but it is during the hot summer months that dairymen most appreciate their dependable, efficient performance.

Clark Crabill, Springfield, Ohio, is one of many progressive dairymen who find McCormick-Deering Milk Coolers indispensable in keeping down bacteria count. As he explains it, improperly cooled milk causes trouble due to souring, leads to bad flavors, and may possibly become contaminated with contagious disease germs. And that's mighty important today, with health regulations more rigid than ever.

The McCormick-Deering complies with the most exacting cooling standards. It cools its full rated can capacity below 50 degrees in an hour or less, twice every 24 hours.

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
180 North Michigan Avenue Chicago, Illinois

MCCORMICK-DEERING

Cream Separators · Milkers · Milk Coolers

Pure Milk Association, the cooperative selling milk for producers in the Chicago area, has announced its fifth annual "Chicagoland's Neatest Dairy Farm Project". It is open to all members of the Pure Milk Association, with 45 prizes available, the grand prize being an eight-day trip, with all expenses paid, to the winning member and his wife.

BANK: An institution where you can borrow money if you present sufficient evidence to prove that you don't need it.

John: "Did you fish with flies?"
Bill (back from camping trip): "Fish with them? We fished with them, camped with them, ate with them, and slept with them."

Wife: "Have a look at the cake I decorated for my birthday party. Don't you think my sense of design is wonderful?"

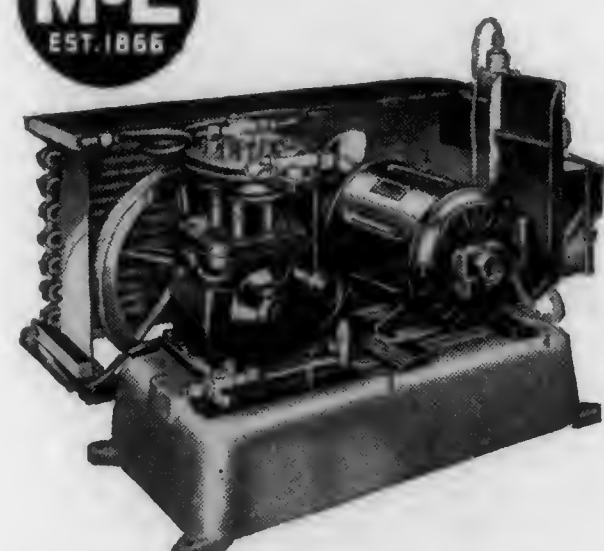
Husband (counting the candles): "Yes, but your arithmetic is terrible."

Money will buy everything except health, happiness, and self-respect.

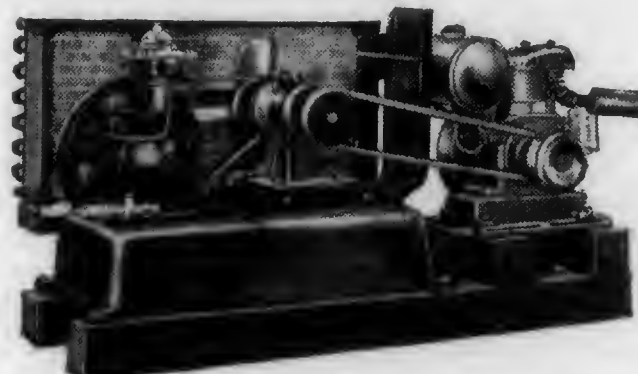
For Every Dairy COOLING REQUIREMENT

M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste. Let us send catalog and complete information.

M&E
EST. 1866



"M&E" Model No. 725-MC: 2 Cylinder, 2 1/4 Bore, 2 1/2 Stroke, 1 h.p. Motor.



"M&E" Compressor with gasoline engine. For use where electricity is not available.

MERCHANT & EVANS CO.
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.



Farmer: "You hammer nails like lightning."

Hired Man: "Thanks, I guess I am pretty fast."

Farmer: "No, I mean you never strike twice in the same place."

Mix the Milk, Not the Breeds

A DANGEROUS, short-sighted policy is being followed by some dairy companies in demanding that all producers supply them with milk of a medium to high butterfat content. Experience has shown that after a period of years in which the butterfat test climbs upward at the demand of dealers many of them suddenly find out that it would suit their needs to have a lower test milk. They then reverse their attitude and ask for the lower test milk.

The dangerous part of such an attitude is that these dealers show almost complete ignorance of good herd management and demand that breeds be mixed on the farm when exactly the same result can be obtained by mixing the milk from high testing and low testing herds after that milk gets to their plant.

Scientific study must be given the subject of butterfat differential. It is generally believed that the cost of producing milk varies almost directly with the food value of milk and if this is true a differential which will reflect accurately the variation in food value will be fair alike to producer and dealer—also the consumer.

Another solution sometimes suggested and actually tried out in some places on an experimental basis is the use of a "clarifier-standardizer", a machine adapted to farm use and similar to a cream separator, which removes a part of the skim milk, resulting in the delivery of a higher test milk with the part of the skim milk removed being kept on the farm for calf feeding or other worthwhile purposes.

A Cause of Loss

Mixing the breeds is almost always accompanied with the purchase of replacements instead of raising the better heifer calves. Buying replacements, it has been discovered, requires an average turnover of a herd every three years or less. A Connecticut study showed that 43.8% of the cows sold from such herds were sold because of disease—udder trouble, abortion, or failure to breed—and another 34.5% because of low production. Such cows are almost invariably sold at a loss.

Contrasted with that sorry picture, herds which raise their own replacements showed a turnover only once in four years and 65.3 percent of cows sold each year from those herds were sold for dairy purposes at good prices, thus supplementing the farm income. Only 19.5 percent were sold because of low production and 11.1 percent because of disease.

Mixing breeds will result in cross breeding nine times out of ten and that almost always means inferior offspring which prevents raising profitable replacements. There is no economic justification for mixing breeds on any except the largest farms where high class, well bred herd bulls of each breed may be kept. For the majority of milk producers some means must be found to stop this demand of milk buyers for mixing the milk at the farm.

We are still of the belief that high test and low test milk will mix effectively in the holding tank at the milk plant.

"I make my living pulling wool over people's eyes."

"That's odd. What are you, a confidence man?"

"Naw, I sell slip-on sweaters."



MILK from clean, healthy cows is pure... the way your dairy wants it. Keep it that way by sterilizing all utensils with DIVERSOL. It kills milk spoiling germs instantly without rusting utensils. Simply dissolve DIVERSOL in water and the sterilizing solution is ready for use. Order from your Dairy. Approved by Health Authorities. Remember... a single "reject" may cost you more than a year's supply of DIVERSOL.

THE DIVERSEY CORPORATION
53 W. Jackson Blvd., Chicago

PICTURE CONTEST

Open to:

Members of Inter-State and Their families

Prizes:

One dollar for each contest picture used on inside page
Five dollars if picture is used on front page

Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others on its merits
Description of picture (brief)
Identification of sender

Inter-State Sells Milk Dealer Could Not Take

Most Pennsylvania producers selling milk to Supplee-Wills-Jones were compelled to keep a day's milk home during the first week in May. In this emergency the Inter-State took care of the milk of every member who did not wish to use his milk for that day. It meant selling 25,000 to 45,000 pounds of milk a day during the five days in which the order was in effect.

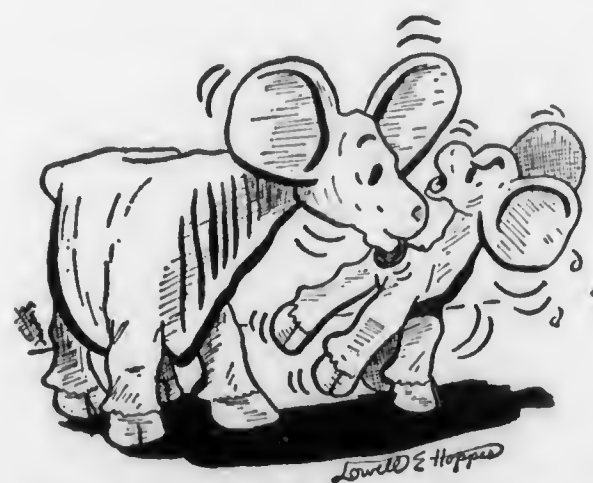
Stations which were affected by this order were Huntingdon, Bedford, Mercersburg, Waynesboro, Duncannon, Lewistown, Red Hill, and Zieglerville. Leaman Place shippers were asked to keep their milk home on May 6 and those shipping direct into Philadelphia, on May 7. However, with the issuance of the new price order on May 5, those producers were permitted to send their milk as usual.

The Inter-State has issued checks to all these producers, covering the day's milk which was sold through other channels. The price on this milk was at least Class III in every instance, less the regular hauling.

It was especially gratifying to get the whole-hearted cooperation of almost all the regular milk haulers in this emergency. The milk of members was moved on a special schedule or in the regular manner and, in many cases, the loads were then combined and hauled to other points where sale was found for the milk.

Members looked to their own organization to give them some real help in this emergency and the comments coming from the territory are most enthusiastic. The members who were affected have shown their loyalty to their organization, which, in fact, is loyalty to their own best interests.

A large attendance is expected at the Crops and Pastures Field Day which will be held at New Brunswick on Wednesday, June 22, by the New Jersey College of Agriculture. The part well-managed pastures can play in reducing the cost of milk production will be stressed at this event.



"Gee whiz, don't wash so hard Maw! — You wanta push a guy down?"

GULF LIVESTOCK SPRAY keeps prize cows' milk-yield up!



Charles Cummiskey, manager of the Haven Hill Farm, Rochester, New Hampshire, states:

"Our prize Guernseys have kept their high butter-fat yield during the summer months. I, personally, know that the use of your excellent Gulf Livestock Spray has been the contributing factor in keeping this milk-yield up." (Shown with Mr. Cummiskey—in a picture taken last winter—is Fannie's Queen of Haven Hill, First Prize 3-year old, Rochester Fair).

Use Gulf Livestock Spray. It keeps your cattle quiet in pasture and at milking time—helps them make more milk.



COSTS LESS TO USE. Albert T. Hall, herdsman of the Ash Grove Farms at Saratoga, New York, uses Gulf Livestock Spray on the famous Ash Grove herd of 400 Ayrshires. He says: "We find Gulf Livestock Spray to be most economical, because it retains its effectiveness longer than any other spray we have used."

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies. One spraying lasts all day.



IT WON'T BLISTER. This amazing picture shows you how mild Gulf Livestock Spray really is. It doesn't even irritate the sensitive membranes of the human throat, so, naturally, it won't blister an animal's skin or harm its coat in any way. The truth is that it gives the coat a fine bloom.

NEVER CONTAMINATES MILK. H. L. Guth, Lake Charles, Louisiana, owner of a herd of 400 Jerseys, writes: "I've tried several stock sprays and about half of them left a bad taste or smell in the milk. Gulf Livestock Spray never does this, even if you spray it right when you're milking."



SATISFACTION GUARANTEED OR YOUR MONEY BACK



5-gallon usable pail, \$4.95
Gallon can, \$1.19

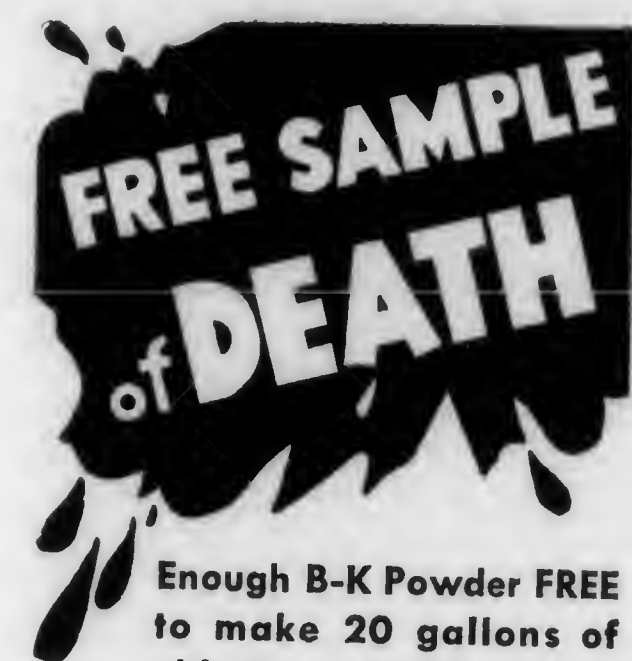
Also 30 and 55-gallon drums

FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

GULF LIVESTOCK SPRAY

Reputation is never completely earned—it is a continued responsibility.

Tip top farming you must do, tomorrow's farmers are watching you—Farm Journal.



Enough B-K Powder FREE to make 20 gallons of chlorine solution that kills bacteria on CONTACT

STERILIZE milking equipment with B-K. Cheaper, faster, and safer than hot water or steam. B-K kills bacteria in any temperature. Protect your equipment with non-corrosive B-K. Use this active chlorine killer to cut your bacteria count. Approved by health authorities.



Find out for yourself. Send for FREE SAMPLE today.
GENERAL LABORATORIES
Div. Penn. Salt Mfg. Co.
1011 Widener Building
Philadelphia, Pa.

Send FREE SAMPLE of B-K POWDER to
NAME.....
ADDRESS..... IMP

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

GUERNSEYS

GUERNSEYS. Young purebred animals of both sexes from dams with good DHIA records. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

ELECTRIC FENCE

"CONQUEROR" Electric Fence. \$16.95. Safe, dependable, economical and guaranteed. Write for particulars and name of nearest dealer today. S. REED CONREY, JR. CO., 715 N. 42ND ST., PHILA., PA.

ELECTRIC FENCER—\$9.75 complete! Holds all livestock safely, securely. Saves 80% fencing cost. Guaranteed. Details free. SENTINEL, Dept. K-903, Cincinnati, O.

MILK COOLERS

"ELECTRIC MILK COOLERS \$99.50—WATER SYSTEMS \$36.50. Thousands in use. Write for name of nearest Dealer or User and save half. Dept. IR. COMMERCIAL REFRIGERATION CO. INC., Rochester, N. Y."

An exhibit which will occupy 80,500 square feet of space is being planned for the New York World's Fair in 1939 by the Borden Company. The exhibit will feature a dairy herd housed in a barn with glass partitions, where visitors may observe every operation of feeding, milking and caring for the herd at any time. The cows will be milked on a rotolactor similar to that used at Walker-Gordon Farms.

Production Is Top Heavy

HEAVY PRODUCTION, strikes and low dairy product prices dominate this month's picture. Milk production of approximately 6,500 producers in April, 1938, averaged 235 pounds per day per shipper compared with 218 pounds per day during April, 1937, an increase of 17 pounds or 7.8 percent over April, 1937, and the same amount above March, 1938. These figures indicate an increase in production which corresponds closely with the 8 percent increase announced in the Federal report on milk production as of May 1, 1938.

During the first three weeks of May, 1938, there were 439,468 cans of milk (40-quart) received in Philadelphia as reported by the United States Department of Agriculture compared with 435,287 cans for the same weeks of 1937. Cream receipts, however, were considerably higher for these three weeks when 18,768 cans (40-quart) of 40% cream were shipped into the city as compared with 17,623 cans during the corresponding period of 1937. The average price of Pennsylvania and Newark approved cream in the open market has dropped about \$1.50 to \$2.00 per can with a very slack demand for cream developing at the same time. The result is a "buyer's" market.

Sales of Fluid Milk according to the "Milk Industry Foundation" showed a decrease of 3.2% in April, 1938, compared with April a year ago. Although these figures include the report from only 136 markets of the United States, they are representative of market conditions generally and do not appear at all encouraging from the standpoint of the producer.

Feed Prices continued a slight downward trend in May, 1938, compared with April. However, wheat bran, and 24% and 32% mixed dairy rations were from one to three percent higher in price than a month earlier. All feeds except linseed meal were considerably lower in price than in May, 1937. For further information see feed price table on page 6.

Butter Prices held fairly uniform during May, being quoted on May 2 at 26 3/4 cents per pound wholesale for 92-score at New York and dropping to 26 cents later in the month. Cold storage holdings of butter in the ten leading markets of the United States on May 26 amounted to 23,926,000 pounds compared with only 7,758,000 pounds the same day last year. The amount of cheese in storage was practically the same for both years.

Fluid Milk Prices in many cities

for May show reductions as compared with April. In addition to our own market in which the Class I price was reduced 8 cents per hundred pounds, we find a 5-cent reduction at Utica, New York, and 27 cents at Cleveland, Ohio, along with a 1-cent per quart retail reduction. Other Class I changes are Lansing, Michigan, down 15 cents per hundredweight; Duluth, Minnesota, 10 cents; Lincoln, Nebraska, 28 cents; Kansas City, Missouri, 15 cents; Wichita, Kansas, 18 cents; and Topeka, Kansas, 35 cents with a 1-cent per quart drop in retail price. The El Paso, Texas, producer price was reduced 15 cents, while Fort Worth, Texas, was down 10 cents. A drop of 17 cents was reported for the San Francisco, California, market, effective April 18th.

MAY, 1938, BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
2	27 1/4	26 3/4	26	
3	27 1/4	26 3/4	26	
4	27 1/4	26 3/4	26	
5	27 1/4	26 3/4	26	
6	27 1/4	26 3/4	26	
7	27 1/4	26 3/4	26	
9	27 1/4	26 3/4	26	
10	27 1/4	26 3/4	26	
11	27 1/4	26 3/4	26	
12	27 1/4	26 3/4	26	
13	27 1/4	26 3/4	25 1/2	
14	27 1/4	26 3/4	25 1/2	
16	26 1/2	26	25 1/4	
17	26 1/2	26	25 1/4	
18	26 1/2	26	25 1/4	
19	26 1/2	26 1/4	25 1/4	
20	26 1/2	26	25 1/4	
21	26 1/2	26	25 1/4	
23	26 1/2	26	25 1/4	
24	26 1/2	26	25 1/4	
25	26 1/2	26	25 1/4	
26	26 1/2	26	25 1/4	
27	26 1/4	26	25 1/4	
28	26 1/4	26	25 1/4	
31	26 1/4	26	25 1/4	
Average	26.33	26.36	25.57	
April '38	27.96	27.74	26.91	
May '37	33.20	32.27	30.30	

4H Leaders Go To Camp

Four young people from each state in the Union will assemble in the shadow of Washington monument in our national capitol June 16-22, at the National 4-H Club camp.

The representatives from Pennsylvania are Margaret Cole, Perkassie; Mabel Hower, Northampton; Milton Ranck, Lancaster; and Clark Kostenbader, Lewisburg. Milton Ranck is a son of Wenger Ranck, a member of Inter-State.

The Maryland delegates to the club camp are: Henry Koller, Carroll County; Dorothy Fouche, Frederick County; Mary King Wilson, Allegany County; and James W. Davis, Harford County.

Representing New Jersey will be Marion C. Stover of Morristown; Gladys E. Mc Gee of Mantua; Abram Van Doren, Ringoes; and John Frudden, Allentown.

The fellow pulling on the oars hasn't time to rock the boat.

Grade A Milk Association Started

GRADE A producers in the Philadelphia area face a crisis. The future of Grade A milk is in danger, especially as we know Grade A in the Philadelphia, Boston, and New York milk sheds. Grade A, as established here, has disappeared in many other large markets in the country.

With the disappearance of Grade A milk as a distinct, superior product, farmers have also lost the bonus ordinarily paid for Grade A milk. In this market the bonus amounts to approximately \$50,000 a month. In some markets health officials now call all milk "Grade A" but the farmers are paid only Grade B price for it.

Grade A milk has a right to exist as long as it is a superior product. It has been charged in many cases, by consumer groups, some health officials, and even a few farm leaders, that there is little or no difference between Grade A and Grade B. Unfortunately this is true sometimes—just often enough so that such people can find occasional proof for their statement. In most cases, however, the Grade A milk sold in Philadelphia and vicinity is a superior product.

The recently-organized Grade A Milk Association will make the protection of A milk, both its standards and its market, its job. It plans to cooperate with federal, state and municipal health officials in setting standards, and will help them enforce such standards as will insure buyers of A milk of always getting a product worthy of the name.

In order to finance its activities the Grade A Milk Association will ask for dues of one-quarter cent per hundred pounds of milk paid for as Grade A, this amount being paid by both producers of Grade A milk and dealers handling it. This money will be used for laboratory work and for an executive and staff who will work with health officials, distributors, and producers toward maintaining superior standards for Grade A milk.

It is important that Grade A quality be protected and guaranteed; that producers supplying Grade A milk and dealers distributing it must meet Grade A requirements in order to preserve our market for this superior milk.

Several meetings have been held in territories from which Abbotts Dairies obtain their Grade A milk supply. When this program was outlined to producers, members and non-members alike, it met enthusiastic response and thus far an almost unanimous sign-up for participating in the Grade A program has been obtained.



STERILIZE DAIRY UTENSILS WITH HTH-15

● HTH-15 has helped thousands of dairymen to lower bacteria counts through better sanitation. HTH-15 is a chlorine carrier that kills bacteria quickly. Used as recommended HTH-15 is more economical, is harmless to dairy metals and meets every sanitary requirement. Because of its powder form, HTH-15 is easier to use, retains its strength and will not freeze or become lumpy. Try HTH-15. Ask for literature outlining an effective sanitation program for milk producers. A postcard will bring full information and a free 1/4 lb. sample.

AVOID REJECTS—HTH-15 helps you meet the most rigid sanitary requirements

THE MATHIESON ALKALI WORKS (INC.)
60 East 42nd Street • New York, N. Y.

Use **HTH-15**



Officials of the Grade A Milk Association will, as soon as possible, try to get the support of other dealers and their producers to consider becoming members.

Growing Calves Often Need More Than Grass

Many calves are turned on pasture before they are old enough to consume enough grass for good growth and do not develop as they should.

Heifers should be kept growing from birth until freshening time, recommends R. H. Olmstead, dairy extension specialist at Pennsylvania State College. Owing to setbacks that young heifers suffer when turned on pasture, many dairymen have adopted the practice of not pasturing them until they are about a year old. If pastured at an earlier age, special care and feeding are frequently necessary.

Give particular attention to heifers during a summer dry spell and in the late fall. Often heifers are housed in the fall in poor condition. To prevent this, hay, or both hay and grain, should again be fed.

Heifers that are well grown will make larger cows and can come into production at an earlier age, both of which make more profitable animals.

Free Fire Insurance

PRIEST
Reinforced Concrete Stave
SILOS



and their contents are unconditionally guaranteed for 10 years against any fire damage.

A Priest Silo will be the most permanent structure on your farm. Vermin-proof... leak-proof... airtight. Keeps all types of silage perfectly—not only for a few years, but for many years.

Priest Reinforced Concrete Silos are unconditionally guaranteed for 10 years... and yet cost no more than wood.

You owe it to yourself to send for a folder and full information NOW.

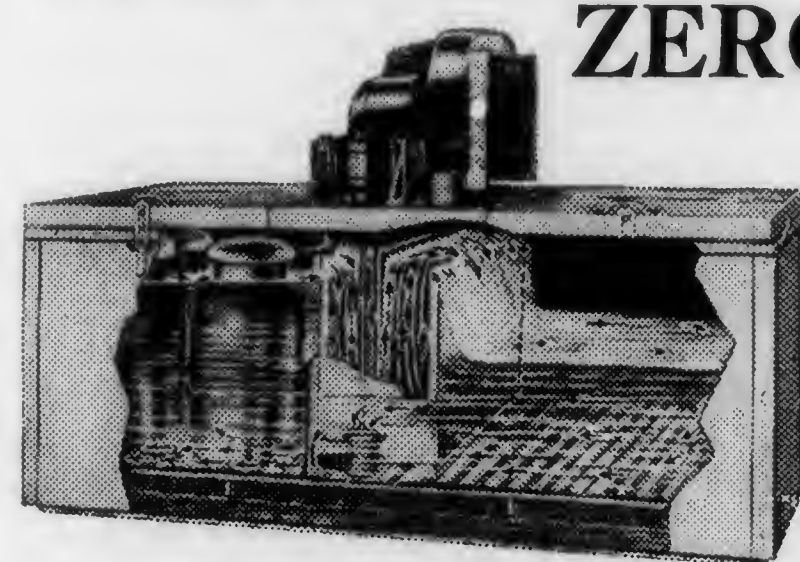
MEDFORD CONCRETE COMPANY
Priest Avenue MEDFORD, New Jersey

WILSON Cabinets Given High Ratings by the Central Technical Laboratory at the Armstrong Cork Products Company

After the exacting Life Test conducted by this famous laboratory, the fine qualities of Wilson Cabinet construction are strongly emphasized. This Life Test, which has become standard for domestic refrigeration, is equivalent to five years of use in the most severe climates. Following is an extract taken from the letter accompanying the laboratory report:

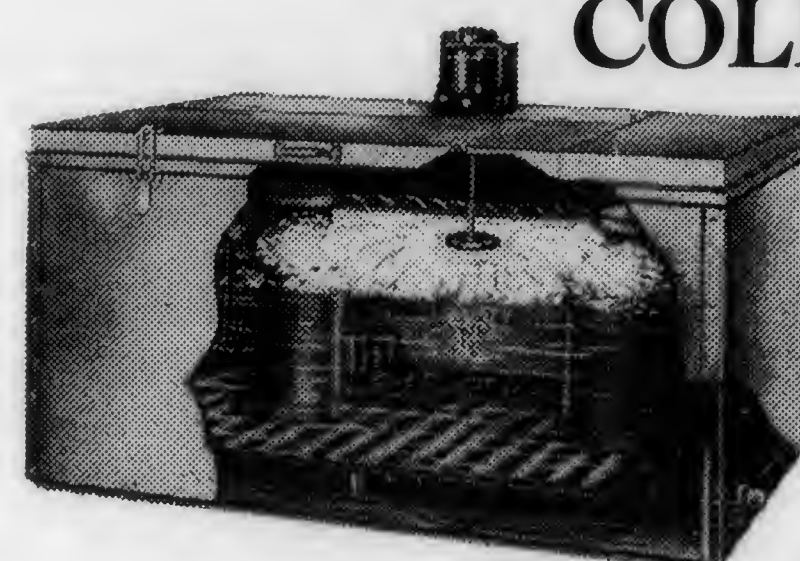
"We do again wish to compliment you on the construction and the final performance of your cabinets, as we had expected to secure results not as good in view of our past experiences on other types of equipment."

WILSON'S Electrically Operated Coolers for Dairy Farmers Are Supplied in Types to Meet Every Milk Cooling Need



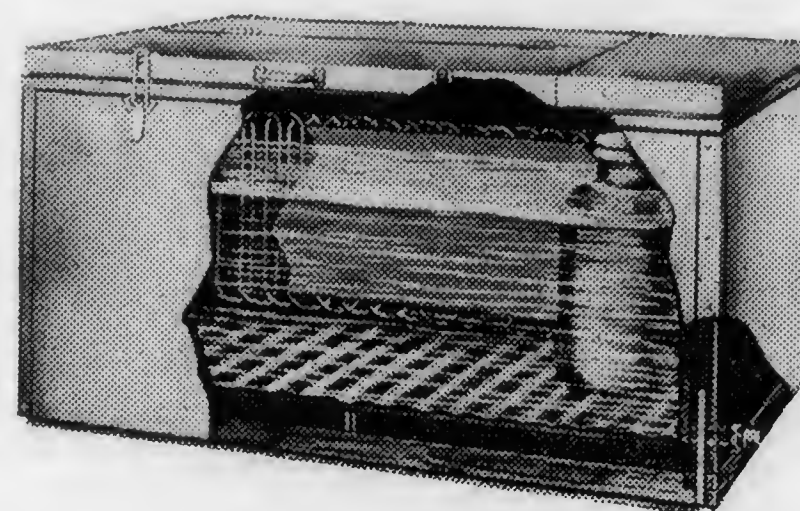
ZERO-FLOW . . .

Zero-Flow offers dairymen an automatic neck-high water level in either can compartment—for night's milk or morning's milk. A high water level assures uniform cooling of all milk. The circulator floods the right or left can compartment as desired. Circulating water cools top inch of milk to 50°F in one hour. Circulating water passes through coil compartment—traveling from one can compartment to the other, rapidly carrying heat to cooling coils—increasing efficiency of compressor and shortening the running time. Many other sound engineering principles combined in this cooler account for the enthusiastic users.



COLD WHIRL . . .

A new and highly efficient system that is producing remarkable results. The Circulator, an exclusive device, sprays icy-cold water around the necks of the cans with a low water level (night's milk) . . . providing fast cooling for the very top inch of milk. When cans of the second milking have been immersed, the circulator agitates the water around the hot cans of milk with a high water level, providing fast and uniform cooling of the second milking.



VERTI-COIL . . .

Although it has approximately the same coil lengths as other coolers, the Verti-Coil Cooler has, in addition, close-fitting metal baffles which increase cooling areas. Because of this, plus the natural induced circulation of water, the Verti-Coil cools milk faster and more uniformly. Coil is at back of cabinet entirely out of the way, leaving all four corners, three sides and bottom free for easy cleaning or repainting.

Before deciding upon any particular type of cooler, be sure to WRITE for full details regarding WILSON Coolers.

WILSON CABINET CORP.
112 MAIN STREET, SMYRNA, DEL.



WILSON'S Dry Storage Cooler

The most efficient ice-cooled cabinet made. Patented, tapered sides and sloping grids keep ice in constant contact with walls of water container, thus providing more rapid cooling and a considerable saving of ice. Holds 400 lbs. at one icing, enough for several days.

CONVERTIBLE

Instantly convertible into a wet storage cooler or electrically operated cooler.

Milk Produce

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN.

Vol. XIX

Philadelphia, Pa., July, 1

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Cornell University,
Ithaca, N. Y.

PUBLISHED BY THE INTER-STATE MILK PRODUCE CO., INC.

No. 3



Health and Happiness

Farm Leaders Discuss Labor 25 Organizations Represented

THE GRAVITY of the labor situation, as it affects farmers, was evidenced in a conference of farm leaders held in the offices of the Inter-State Milk Producers' Cooperative on Tuesday, June 28. This meeting was attended by about 45 leaders of 25 different farm organizations. These organizations have a combined membership of well over 100,000 farmers concentrated principally in 5 states, with some of the organizations having some members in nearby sections of bordering states.

Grave concern was felt by these leaders relative to the effect on farmers of recent labor activities. It was generally considered that the major cause of this situation is due to the lack of accurate information about farm conditions and farm economics on the part of leaders in the labor movement. A large number of the farm leaders present felt that round table discussions with the heads of labor groups, whose activities affect farmers, would go far in developing a sounder basis of action and a more wholesome relationship between farmers and labor.

Cuts Down Farm Buying

One speaker asserted that with large groups of farmers averaging 10 cents an hour for their labor they could not go on buying the products made by labor getting 50 cents to \$1.25 per hour. It was pointed out that the services of the laboring man must find a buyer, and when the cost of such services get too high they are automatically shut off the market just as too high prices will shut off or reduce the outlet for any commodity. Present labor demands are fast reducing the farm outlet for the products of labor, thereby cutting out one-fourth of labor's opportunity.

It was brought out by another speaker that with consumer income fixed any increase in cost of his necessities must come out of the farmers' pockets, a fact which it is felt is not generally recognized by labor.

Other speakers, in viewing the probable effects of higher labor costs in processing and delivering milk felt that any further increase in milk delivery costs would drive the milk into stores and leave home delivery only for those who could and would pay an extra 3 to 4 cents per quart.

It was brought out in the discussions that farmers being property owners, with large investments compared with income, possess a keen

sense of responsibility. However, if farmers' incomes are cut further, while their expenses continue to mount, we can look forward to the insurance companies and the United States government, as mortgage holders, being compelled to go into farming on a national scale.

Following out the trend of thought expressed by the leaders present, it was directed that a committee be appointed to develop plans for future consideration of the group, including the possibility of round table discussions with labor leaders in order to obtain a mutual understanding of the problems of farmers and laborers.

Abbott Strike In Tenth Week

THE STRIKE called by Local 463 of the Bakery and Milk Wagon Drivers' Union against Abbotts Dairies is now in its ninth week. There appears to have been no increase, within the last month, of number of drivers answering the strike call. It also appears that the loss of business due to sympathy of consumers, mostly in union families, and fear of property destruction by stores and restaurants has leveled off.

Press reports during the month carry frequent mention of violence committed against milk drivers, although such outbreaks have been much less frequent of late than in the early days of the strike.

Early in June, one Arthur Collins, a one-time union organizer, was arrested and held on a total of \$3000 bail, on charges of breaking store windows. Twelve of his thirteen "jobs" were in stores handling Abbotts' products. In attempts to link him with the union he is quoted as having said, "I would sooner die right here than have my body found in the river somewhere if I told who employed me."

Employees of Abbotts Dairies have recently organized a local union known as the Dairymen's Guild. Both this union and the A F of L unit asked the National Labor Relations Board to recognize their respective organizations as the sole bargaining agency for Abbotts' drivers. The NLRB announced, on June 20, that it had no jurisdiction in the Abbott strike. No reason was given but local representatives expressed the opinion it was so decided because of lack of interstate commerce and therefore is not a "Federal" issue.

Lauterbach Resigns

We regret to report the resignation of A. H. Lauterbach who has served so ably as our general manager since July 1, 1935. He has accepted a similar position with the Pure Milk Association, the producers' cooperative in the Chicago market, with 14,500 members. Their proposition was so attractive and the opportunity for service so great that Mr. Lauterbach could not decline.

The Executive Committee meets early in July to make plans for filling the vacancy in our own organization. It is confidently felt that a successor will be on the job before Mr. Lauterbach leaves on September 1.

Following that move the Dairymen's Guild applied to the Pennsylvania Labor Relations Board, requesting that the Guild be recognized as the sole bargaining agency. This petition was finally accepted for consideration by the State board but up to the time of going to press the State board has not taken any action regarding this strike situation.

During all this bickering and sparring for position the farmers have continued to take a loss. It is estimated that their loss during May and June amounts to more than \$63,000. In other words, the average price that a farmer shipping to Abbotts must pay because of this labor agitation is 45 cents a day.

Numerous groups of producers have called upon the Inter-State to use its influence to settle the strike as soon as possible. Efforts have been made almost daily to bring about a compromise or to bring the matter to a vote of Abbotts' employees so they may choose for themselves which, if any, union shall have the right to bargain with the company on wages and hours. Assurance has been given by the Abbott company that they will deal with any union group which can show, through a fair vote, that such group represents a majority of their employees.

July 1—As we go to press we have received word that a truce has been called in the Abbott strike. Employees who have been out are reinstated and may return to work July 2. Future grievances will be arbitrated.

Directors Met June 16 Market Problems Get Attention

THE BOARD OF DIRECTORS held a meeting at the Cooperative's offices on June 16, with 21 members present. Much of the time was occupied with discussion of market problems. Of special interest was the progress of the recently-organized Grade A Milk Association, in which Abbotts Dairies and Grade A producers supplying that company are active.

Drivers' Strike Discussed

The progress of the milk drivers' strike against Abbotts Dairies was discussed thoroughly and a resolution was passed by the Board instructing the management of the Cooperative to call a meeting of dairy and general agricultural organizations in the Philadelphia area in the near future to discuss the labor situation and its effect on agriculture.

National Milk Month was discussed by the directors and C. I. Cohee, president of the Philadelphia Inter-State Dairy Council, was also called upon to outline the Milk Month activities in the Philadelphia area. He stated that 1400 kits of advertising material had been distributed to stores operating soda fountains and to others.

The work of the Dairy Council in Wilmington was also discussed and the Board of Directors passed a resolution recommending that the Dairy Council Board of Directors use the Dairy Council Wilmington fund to pay for milk for undernourished children in Wilmington schools.

Cream Marketing Work

The advisability of the Inter-State Milk Producers' Cooperative taking out a membership in the Metropolitan Cooperative Milk Producers' Bargaining Agency of New York City was discussed and the Board authorized the management to take out such membership if they deemed it advisable. Much of the milk from Lancaster county goes to New York City at present and the price Lancaster producers obtain is directly influenced by the New York City price.

The cream purchasing program of the Cooperative was discussed by Secretary-Treasurer I. R. Zollers. This is described more fully on page 5. The Board of Directors approved the actions of the management in reference to cream purchased and stored and extended authority to buy and sell cream as conditions warranted.

The Board of Directors gave final approval to an amendment to the by-laws which had been proposed at the April meeting of the Board of Directors and advertised on page 15 of the May issue of the REVIEW. Article XI, Section 5 was amended by inserting at the end of the first sentence thereof the following:

"The amount of savings, including reserves, allocated to any stockholder on the books of the Cooperative shall become released and surrendered to the Cooperative as part of damages if such stockholder breaks his producer's marketing agreement."

Complete reports were given by F. P. Willits, Jr., regarding the settlement made to members shipping to Supplee-Wills-Jones Milk Company for whom the Cooperative found other markets for one day's milk during the first week of May. He also reported on settlements made with members formerly shipping to the Harbison plant at Centerville and now selling to the Pet Milk Company.

Level Production Requested

The work of the newly organized Dairy Products Marketing Association was discussed with the Board of Directors by General Manager A. H. Lauterbach. See page 4 for details. The directors gave the management authority to pay producers selling to Abbotts' Dairies the best possible price for such milk as was not accepted by that company on May 23.

The Board passed a resolution to petition the Pennsylvania Milk Control Commission to issue an order, before peak production is over, authorizing a level production plan.

The by-laws covering the Wilmington Inter-State Milk Market Committee were approved by the Board.

A general discussion was held upon a letter sent by one of the dairy companies to many of their patrons, which urged them to apply for the blood test for Bang's disease on their herds. It was brought out that the various states now have many more applications on file than can be handled for several months and, therefore, it was felt unwise for any buyer to press for an early blood test by their shippers.

If Europe would go in for baseball in a big way, like we do, it would have something to worry about all summer and get its mind off war. —Knickerbocker Press.

Price Policy Upheld— Lower Court Reversed

The Pennsylvania Supreme Court, on June 30, handed down a decision sustaining the right of the Pennsylvania Milk Control Commission to fix prices, overruling two decisions of the Dauphin County Court, in which that court decreed prices about 13 cents per hundredweight lower than set by the Commission. It was requested that the Commission hold further hearings on prices in the area affected. The cases were originally brought by a group of Pittsburgh dealers, the lower court asserting in each case that the producer price schedule on Class I milk was too high in that it failed to return dealers a reasonable profit. This decision restores the higher price to producers and clarifies the right of the Commission to set prices.

New Milk Bar Opened At Atlantic City

Dairy Dell No. 2, a milk bar, was opened at Atlantic City on June 24. The Dairy Dell is being operated by the South Jersey Inter-State Milk Market Committee as the means of advertising milk as well as making milk and milk drinks available to thousands of visitors to Atlantic City every day during the vacation season.

The Dairy Dell is located on Central Pier, only a few steps off the boardwalk. Other nearby exhibits are Texaco and Beechnut products, with the Franklin Institute of Philadelphia immediately across the corridor from the Dairy Dell.

This new milk bar is made possible through the interest of the pier management and the Franklin Institute staff who felt the need for an exhibit of this kind. Excellent cooperation from these groups and from others interested made the new Dairy Dell possible. The first Dairy Dell is operated in the Franklin Institute in Philadelphia by the Dairy Council.

Only milk and milk drinks will be sold at the Dairy Dell. These include fluid milk, butter milk, milk shakes, milk floats and possibly a few other items will be added later. Large measure and high quality will feature every serving. No dealers' names will be displayed in connection with this milk bar.

Interest on the part of the public has been most encouraging. It is expected that the volume of sales will increase steadily as the vacation season gets into full swing. Inter-State members visiting Atlantic City are urged to inspect and patronize Dairy Dell.

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willis, Assistant Treasurer
A. H. Lauterbach, General Manager
A. Evans Kephart, Counsel

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SECONDARY MARKET MANAGERS

Altoona - Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, Co-op Bldg., Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Dairy Interests Ask Fair Play From A. M. A.

In a recent issue of the REVIEW attention was called to the fact that the American Medical Association had withdrawn its seal of acceptance from butter but continued to carry that seal on oleomargarine, a product which is definitely recognized as a substitute for butter and usually imitates butter as closely as possible so as to travel on butter's reputation.

The dairy industry of the country as a whole has worked strenuously to make the officers of the medical

association see reason and justice in this matter. The medical profession, it is considered, is putting itself in a ridiculous light by approving an inferior product and refusing to approve a superior product which is recommended by the better doctors as a vital food.

The Inter-State asked all delegates from Pennsylvania attending the recent American Medical Association convention at San Francisco to use their influence in restoring the American Medical Association's seal of acceptance on butter or removing it from oleomargarine.

Word has just been received that the American Medical Association will again place its seal of acceptance on butter of proper standards.

Thank You, F. C. M.

Work of the Inter-State Milk Producers' Cooperative was called to the special attention of cooperative leaders in the mid-Atlantic states through the June issue of the *Farm Credit Messenger*. This publication is put out by the Baltimore district of the Farm Credit Administration.

The article described briefly several recent accomplishments of the Cooperative and included a picture of one of the trucks which is under contract to haul the milk of members to the Clover Dairy at Wilmington, Delaware.

4-H Demonstration Teams Preparing For Action

Interest in the 4-H dairy demonstration project which is being carried on by 4-H clubs in Pennsylvania, Maryland, and Delaware has been very encouraging. This demonstration project, started a year ago, brought out a goodly number of teams of young folks in each of these three states considering the late start.

Early word indicates a much larger participation in the 1938 contest. Combined with that will be improvement as the result of experience obtained in 1937 and longer practice periods for the boys and girls comprising the demonstration teams.

In comments on this project in the June issue of the REVIEW the name of the Maryland Milk Producers' Cooperative of Baltimore was inadvertently omitted from the list of organizations sponsoring the contest in Maryland. The Maryland and Virginia Association of Washington, D. C., and Inter-State together with the Baltimore organization, are helping this project in Maryland.

Butter Purchase Plan Set Up By Industry

In order to stabilize butter prices and thus reinforce the price structure of all manufactured dairy products, a new dairy marketing enterprise has been launched on a national scale. The new corporation is the Dairy Products Marketing Association and is composed of nine large cooperative creamery groups located in the mid-west and far west.

It is the plan of the new corporation to set a "bottom" on the butter price and take all butter offered at that price. The butter purchased will be resold in the normal channels of trade at slightly more than the cost of purchase plus the cost of sales, storage, and other expenses.

It is contemplated that the new program will prevent an extreme low for butter prices in the spring and through a wise resale policy, depending upon supply, demand and consumer purchasing power, again move butter back into trade channels so as to prevent dangerously high peaks which will tend to discourage consumption.

This program will be of direct interest to producers in the Philadelphia milkshed because of the relation of Class II and Class III prices to butter prices and also because of the lending of greater stability to the entire dairy price structure.

A loan of \$14,500,000 has been secured by the new corporation from the Commodity Credit Corporation which will enable the purchase of 50,000,000 pounds of butter.

Milk Month

Extensive interest has been shown in the Milk Month campaign by drug and variety stores. Numerous requests have come to this office and have also been received by the Philadelphia Inter-State Dairy Council for display material that can be used at soda fountains of these stores. In addition to the chain drug and variety stores, numerous independent stores are also participating in the campaign.

Milk makes an ideal summer beverage for soda fountain patrons, either straight or in milk shakes, sodas, malted milk or in many of the other combinations for which the American soda fountain has become famous.

Inter-State Annual Meeting on November 10-11. Plan to attend.

"Say, Pop, how soon will I be old enough to do just as I please?"
"I don't know, son; nobody has ever lived that long."

The Smart Thing to Do

"It appears too childish to drink milk." These were the words of a friend just past middle age, in speaking about eating habits at restaurants and in public places. My answer was that, on the contrary, to drink milk in public eating places shows a mark of intelligence. To elaborate further, it shows that the person who drinks milk in public, when most people order coffee or tea, recognizes the real food value of milk and will drink it without thinking or caring about what others may think.

Perhaps this attitude is costing dairymen more than we realize. I feel that it is the duty of the dairy industry to make the public ask for milk at restaurants in spite of the waitress's almost invariable question "Coffee?" One of the greatest services the dairy industry can perform for itself is to put milk in its proper place on restaurant menus and see that the waiters and waitresses ask the customers "Milk?" The power of suggestion could easily sell milk as it now sells coffee.

Co-op Institute Report Coming Next Month

With the American Institute of Cooperation meeting on the campuses of the State College of Washington and the University of Idaho, July 11-15, the Inter-State will not be represented because of the time and expense which would be involved in attending.

Numerous sessions of the Institute will be devoted to problems of vital interest to dairymen, however, and the REVIEW plans to obtain summaries of important talks given at the event and will give REVIEW readers the high points in a later issue.

Important To Cover Milk Cans During Warm Weather

The importance of protecting cans of milk from extreme summer temperatures has been brought out by a series of tests at the Pennsylvania State College under the supervision of John E. Nicholas, professor of agricultural engineering.

In order to find the rate of warming of milk while being hauled and exposed to sun and wind, milk cans equipped with instruments to measure the temperatures of the liquid at different levels were mounted on the rear of a small truck and hauled over a regular 30-mile milk route. One of the milk cans was covered with a regulation milk can jacket; the other was entirely ex-

posed. Both cans contained fresh milk initially at 43.5° and 43°F., respectively.

The total rise of the average temperature in the first three hours for the uncovered can was 23.8°F. as compared to 10.9°F. for the covered can in the same interval. The difference in milk temperature between the top and bottom of the exposed can was 21.0°F. at the end of the second hour and only 3.0°F. for the protected milk can.

The studies were made on cold fresh milk transported in a truck under conditions approximately similar to those on average Pennsylvania routes.

Milked To a Draw

A Congressional milking contest, in which picked members of Congress tested their skill in milking cows, was one feature designed to call national attention to Milk Month now in progress. The contest was held at Washington and was accompanied by news cameras and motion picture and sound picture machines.

Although no Congressmen from Inter-State territory participated, the arrangements committee asked B. H. Welty of Waynesboro, Pa., president of Inter-State, to serve as one of the judges of the contest.

The contest was declared a draw, with the general opinion being that the Congressmen furnished a lot more amusement than milk per minute of effort.

June Rain Sets Record

One of the severest storms on record struck the Philadelphia area on the evening of June 26 and in the following 24 hours the Philadelphia weather bureau reported a rainfall of 4.45 inches. This was the third heaviest rainfall in 24 hours ever recorded by the Philadelphia weather bureau. Nearly 6 inches of rain fell in two days with an even heavier fall in some sections. Total rainfall for June broke all records for the month, with 10.06 inches.

The heavy rain caused streams to overflow and damaged crops to the extent of well over \$1,000,000. In addition, the heavy runoff caused an immense loss due to erosion of fertile surface soil.

The annual New Jersey Farmers Field Day will be held on Tuesday, August 9, at Beemerville, N. J., at the Sussex branch of the New Jersey Agricultural Experiment Station. O. E. Reed, Chief of the Bureau of Dairying of the United States Department of Agriculture, will be the principal speaker.

Cooperative Stores 3188 Cans of Cream

We reported to Inter-State members, in the June issue of the REVIEW, that arrangements had been made with Abbotts Dairies so that it would not be necessary to leave milk on the farms because of curtailment of sales due to the drivers' strike. Since that time the Inter-State has placed in storage 3188 fifty-pound cans of 40 percent cream. This cream has been purchased by the Cooperative and has been frozen and placed under seal until such time as a satisfactory sale is found for the cream. The cost of this cream was approximately \$27,000.

This action was taken by your Cooperative's management in order to assure members shipping to Abbotts Dairies at least Class II price for this milk. Had this not been done a much larger part of Abbotts purchases would have been bought at Class III price. The Class II price will return to producers about 44 cents per hundred more than Class III, making a substantial improvement in the average price paid.

Had this milk been left on the farms it would have found an outlet somewhere with the inevitable result that the market would have been flooded with milk and probably broken the entire price structure for all producers regardless of the dealer to whom they sold. Likewise, to have sold this cream each day would have brought tremendous pressure on the cream market and doubtless forced another reduction in Class II.

Scranton Prices Reduced

A price reduction has been ordered for the Scranton milk marketing area, according to unofficial reports received through newspapers. A Milk Control Commission hearing was held at Scranton on June 23, at the request of milk dealers, at which it was brought out that the market is in bad shape, with price cutting, they asserted, making a reduction in both consumer and producer prices necessary.

The report states that the producer price was reduced from \$2.96 to \$2.58 per hundred pounds of 3.5 percent milk. The consumer price was reduced 2 cents per quart, from 13 to 11 cents, at the same time, the milk dealers absorbing the other \$.55 of the reduction.

No man was ever big enough to do all the thinking for a business.

Save November 10-11—

Annual Meeting

Prices Paid By Philadelphia Dealers Weighted Averages, May, 1938

Abbotts	\$1.90
Baldwin Dairies	2.19
Breuninger Dairies	2.43
Wm. Engel Dairies	2.58
Gross Dairy	2.56
Hamilton Dairies	2.36
Missimer Dairies	2.54
Mosebach Bros.	2.41
Scott-Powell	2.13
Supplee-Wills-Jones	2.11

Supplementary Notes To Price Table On Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

†Class IA (Cream) price of \$2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, Doe Run and Tyrone markets.

‡May only.

§Class II price May 1-15, \$1.37; May 16-31, \$1.27.

The May average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in the Pennsylvania part of Philadelphia milk shed for May as set by the Control Commission is \$.95 per 100 pounds of 3.5% milk (\$1.08 for 4% milk) f.o.b. dealer's plant or receiving station, and for June it is \$.94 (\$1.06 for 4% milk). Class III prices in the rest of Pennsylvania are 7 cents higher each month. Class III price at receiving stations in Maryland and Delaware was \$.92 for 3.5% milk in May and \$.91 in June. Class III price for 3.5% milk f.o.b. Wilmington is \$1.12 for May and \$1.11 for June.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, May and June, \$2.76; Class I Grade A, May and June, Grade B price plus butterfat and bacteria bonuses, or \$3.16.

Class II, May and June, \$1.65.

Class III, May, \$1.05; June, \$1.03.

Producers Ask Labor Peace

One hundred and twenty producers in the Goshen and Oxford sections attended a meeting at the Oakryn Hall on the evening of June 28. The meeting was called by local leaders because of conflicting rumors relative to the market situation and especially the strike called against Abbotts Dairies. The situation was discussed thoroughly and the losses caused by the strike were brought to the attention of the producers.

Classification Percentages, May, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies	40	—	56	4	88.4% of Class I
Baldwin Dairies	64	—	15	21	
Blue Hen Farms	64.74	—	7.29	27.97	
Breuninger	78	—	11	11	
Clover Dairy Co.	61.63	—	11.9	26.47	53% of Production
Delchester	53	—	47	—	
Engel Dairy	85	—	15	—	
Fraims Dairies	66.9	—	12.87	20.23	
Gross	84	—	16	—	
Hamilton	73.31	—	16.93	9.76	
Harbison Dairies	70	—	13	17	76% of Class I
Hendricks	65	—	15	20	
Hernig	56	—	44	—	
Highland	60	8	9	23	
Hoffman, Altoona	31	6.5	62.5	—	
Keith	81	8	11	—	
Martin Century	*73	—	*27	—	65% of Production
McMahon	65.77	11.56	22.67	—	
Meyers Dairies	70	—	30	—	82% of Production
Missimer	80	—	20	—	
Mosebach Brothers	75.85	—	16.93	†7.22	62.60% of Production
Nelson	56	—	36	8	
Scott-Powell	55	—	44	1	66% of Production
Stegmeier, Clayton	53	4	43	—	
Strickler	69	9	22	—	
Supplee-Wills-Jones	54.23	—	37.36	**8.41	90.35% of Class I
Sypherd	74.7	—	17.1	8.2	
Waple	74.6	6.8	—	18.6	
Wawa Dairies	64	—	17	19	

NEW JERSEY

Dealer	Norm	Cream	Excess
Abbotts Dairies "A"	94	6	Balance
"B"	77.5	22.5	Balance
Castanea "A"	87% of Norm	Balance	98% of Excess
"B"	78% of Norm	Balance	98% of Excess
Scott-Powell	97.5	2.5	Balance
Suburban Dairies "A"	71.7	28.3	Balance
"B"	83.4	16.6	Balance
Supplee-Wills-Jones	100	—	Balance

*Martin Century paid May, Class I, 57.5% at \$2.80 and 15.5% at \$2.61; Class II, 21.3% at \$1.28 and 5.7% at \$1.32. (Prices for 3.5% Grade "B" milk, f.o.b. Lansdale.)

**Supplee-Wills-Jones paid New Jersey price of \$1.05 on 3.5% Class III milk.

†Used in Class V, same price as Class III.

‡5.5% was purchased at the Huntingdon Class I price of \$2.50 for 3.5% milk.

Feed Price Summary for June, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	June 1938 (\$ per T.)	May 1938 (\$ per T.)	June 1937 (\$ per T.)	% Change June, 1938 compared with May, 1938	June, 1937
Wheat Bran	28.92	30.04	41.28	-3.73	-29.94
Cottonseed Meal 41%	35.07	35.64	49.61	-1.60	-29.31
Gluten Feed 23%	29.92	30.74	42.80	-2.67	-30.09
Linseed Meal 34%	49.87	48.64	46.17	+2.53	+8.01
Corn Meal	30.98	31.16	50.88	-5.58	-39.11
Mixed Dairy Rations: 16%	30.54	31.75	40.47	-3.81	-24.54
24%	35.07	37.06	47.56	-5.37	-26.26
32%	37.71	39.98	50.71	-5.68	-25.64
Brewer's Grains	27.25	28.24	36.68	-3.51	-25.71

A committee drew up a resolution, calling upon both the National and State Labor Relations Boards to assume responsibility and take prompt action in settling this strike which is costing producers thousands of dollars. It was instructed that the resolution be sent to the labor boards, senators, labor unions, Abbotts Dairies, and the press.

Annual Meeting— November 10-11

Lancaster County Guernsey Breeders Association is holding a meeting and picnic at the farm of Stanley Hess, R. 4, Lancaster on August 4. Plans are under way to develop a 4-H Guernsey calf club in the county.

July, 1938

Prices *3.5% Grade "B" Milk

May Averages and May and June Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in May	Class I Price June	May	Class II Price June
Philadelphia Dealers		see page 6			
Abbotts Dairies, Inc.	Coudersport, Pa.	\$1.61	\$2.80	\$1.32	\$1.29
"	Curryville, Pa.	1.65	2.20	1.24	1.21
"	Easton, Md.	1.67	2.29	1.25	1.22
"	Goshen, Pa.	1.73	2.38	1.22	1.21
"	Kelton, Pa.	1.73	2.45	1.27	1.24
"	Kempton, Pa.	1.74	2.47	1.28	1.25
"	Oxford, Pa.	1.73	2.44	1.27	1.24
"	Port Allegany, Pa.	1.74	2.47	1.28	1.25
"	Providence, Md.	1.61	2.20	1.24	1.21
"	Spring Creek, Pa.	1.68	2.41	1.22	1.21
Blue Hen Farms	Wilmington, Del.	1.59	2.16	1.23	1.20
Breuninger Dairies	Richlandtown, Pa.	2.09	2.59	1.42	1.41
Centerville Prod. Coop.	Centerville, Md.	2.15	2.44	1.27	1.24
Clover Dairy Company	Wilmington, Del.	1.74	2.59	1.42	1.41
Delchester Farms	Edgemont, Pa.	2.06	2.80	1.32	1.29
Duncan's Dairy	Springfield, Pa.	2.10	2.80	1.32	1.29
Eachus Dairy	West Chester, Pa.	2.47	2.80	1.32	1.29
Fraims Dairies	Wilmington, Del.	2.41	\$2.65	x1.27	1.24
Harbison Dairies	Brandtsville, Pa.	2.14	2.59	1.42	1.41
"	Byers, Pa.	2.03	2.44	1.27	1.24
"	Carlisle, Pa.	2.03	2.44	1.27	1.24
"	Hurlock, Md.	1.98	2.38	1.22	1.21
"	Kimberton, Pa.	2.03	2.44	1.27	1.24
"	Massey, Md.	2.00	2.40	1.22	1.21
"	Millville, Pa.	1.95	2.32	1.26	1.23
"	Rushland, Pa.	2.03	2.44	1.27	1.24
"	Sudlersville, Md.	2.00	2.40	1.22	1.21
Harshbarger, J. E.	Altoona, Pa.		\$2.76	x1.27	1.24
Hendricks, Walter	Norristown, Pa.	2.21	2.80	1.32	1.29
Hernig, Peter	Boiling Springs, Pa.	1.90	2.40	1.27	1.24
Highland Dairy Co.	Chester, Pa.	2.47	2.80	1.32	1.29
"	Doe Run, Pa.	2.09	\$2.65	x1.27	1.24
Hoffman's Dairy	Altoona, Pa.	1.80	\$2.76	x1.27	1.24
Johnson, J. Ward	Woodlyn, Pa.	2.47	2.80	1.32	1.29
Keith's Dairy	Altoona, Pa.	2.54	\$2.76	x1.27	1.24
Martin Century Farms	Lansdale, Pa.	2.34	2.80	1.32	1.29
McMahon, F. R.	Altoona, Pa.	2.28	\$2.76	x1.27	1.24
Miller-Flounders	Chester, Pa.	2.47	2.80	1.32	1.29
Nelson's Dairies	Jeffersonville, Pa.	2.11	2.80	1.32	1.29
Penn Cress Ice Cream Co.	Cresson, Pa.	1.79	\$2.76	x1.27	1.24
Scott-Powell Dairies	Clayton, Del.	1.88	2.42	1.22	1.21
"	New Holland, Pa.	1.94	2.48	1.28	1.25
"	Pottstown, Pa.	1.96	2.53	1.28	1.25
"	Snow Hill, Md.	1.79	2.26	1.22	1.21
Sheffield Condensed Milk Co.	Rising Sun, Md.	1.81	(\$1.81 for all milk in May)		
Stegmeier, Clayton	Tamaqua, Pa.	2.11	\$2.76	x1.27	1.24
Strickler Dairy	Huntingdon, Pa.	2.30	\$2.65	x1.27	1.24
Supplee-Wills-Jones	Bedford, Pa.	1.80	2.29	1.25	1.22
"	Centerville, Pa.	1.72	2.16	1.23	1.20
"	Chambersburg, Pa.	1.84	2.37	1.26	1.23
"	Chestertown, Md.	1.85	2.40	1.22	1.21
"	Duncannon, Pa.	1.88	2.44	1.27	1.24
"	Hagerstown, Md.	1.80	2.31	1.22	1.21
"	Harrington, Del.	1.85	2.40	1.22	1.21
"	Huntingdon, Pa.	1.83	2.35	1.26	1.23
"	Kennedyville, Md.	1.85	2.40	1.22	1.21
"	Leaman Place, Pa.	1.92	2.49	1.28	1.25
"	Lewistown, Pa.	1.84	2.37	1.26	1.23
"	Mercersburg, Pa.	1.84	2.37	1.26	1.23
"	Mt. Pleasant, Del.	1.85	2.40	1.22	1.21
"	Nassau, Del.	1.83	2.37	1.22	1.21
"	Princess Anne, Md.	1.79	2.29	1.22	1.21
"	Red Hill, Pa.	1.92	2.49	1.28	1.25
"	Townsend, Del.	1.85	2.40	1.22	1.21
"	Waynesboro, Pa.	1.84	2.37	1.26	1.23
"	Zieglerville, Pa.	1.92	2.49	1.28	1.25
Sylvan Seal (Delaware only)	F. O. B. Farm	1.90			
Sypherd Dairies	Lyndell, Pa.	2.12	2.44	1.27	1.24
Turner & Wescott	Glen Roy, Pa.		2.47	1.28	1.25
Waple Dairies	Tyrone, Pa.	2.29	\$2.65	x1.27	1.24
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.02	2.80	1.32	1.29

Secondary Markets

WILMINGTON

Conditions in the Wilmington market are again approaching normal, after two months of excessively heavy production. Only one milk dealer is now diverting surplus milk to a manufacturing plant. During this period of extreme production all Inter-State members have had a market for their milk, this in spite of the heaviest production in years and sales lower than a year ago.

Some dealers are now taking temperatures daily as milk is received and others may do so soon. Manager Floyd Ealy and the marketing committee will be glad to assist members on cooling problems. All members are urged to get a dairy thermometer and take the temperature of milk shipped during hot weather to make sure that it leaves the farm at a temperature under 60 degrees.

Bottles of milk were bought from wagons and stores and tested for butterfat recently. "B" milk tested from 2.8% to 4.2% and "A" milk from 3.9% to 4.9%. It was interesting to note that the milk of all dealers who cooperate with Inter-State tested above the 3.25% legal minimum.

TRENTON

Production fell off considerably in late June, which has brought about an improvement in the market situation in this area. Heavy storms have flooded many meadows and fields. Pastures are good and there is an abundance of hay to be harvested when weather permits.

Proper cooling of milk has caused concern among some milk producers. Many have purchased mechanical coolers. The market manager urges caution in getting coolers. He warns that sufficient size and cooling capacity and proper construction are first considerations. Such coolers will last much longer than cheap, inadequate equipment and use less ice or current. A good cooler will bring the milk down to the proper temperature and prevent loss due to returned milk from too high temperatures.

SOUTH JERSEY

The work of the South Jersey Inter-State Milk Market Committee has resulted in increased satisfaction among producers. As a result several new members have been signed



G. Walter Sharpless of Kennett Square has successfully combined milk and mushroom enterprises on his farm. Mushroom house on left.

up recently and many of the older members have complimented the committee and manager upon the work done.

The market was kept "cleaned up" during the entire spring season, with very little milk left on the farms. As a result the price situation has held steady. The seasonal demand for milk, caused by sea-shore trade, is beginning to be felt and there have been a few requests from some dealers for additional supplies.

Several members have requested kits for taking milk samples of each cow in their herd in order to get a better lineup on the test and production of their individual cows.

The manager and committee have been very busy the last two weeks developing plans for the Dairy Dell, a milk bar which has recently been opened on Central Pier, Atlantic City. Detailed information about the Dell will be found on page 3.

LANCASTER

The executive committee of the Lancaster market met on the evening of June 27, at which the manager reported on local prices and on prices prevailing in the New York market. A report on hearings on the proposed Federal-State order for New York stated that the hearings were completed on June 7 and an order is being written for approval of producers and distributors serving that market.

Check testing services have been made on behalf of members of the Cooperative. The committee will discuss, at its July 18 meeting, plans for higher producer prices in the Lancaster area.

The need for a more complete signup of producers supplying the Lancaster market was discussed, together with plans for better cooperation with local buyers. Members in the Lancaster area are urged to get in touch with C. E.

Cowan, market manager, or committeemen whenever marketing problems of any kind arise.

RISING SUN

Many producers shipping to the Sheffield plant at Rising Sun have been concerned about the lower price received for May milk. The price at this station is based upon the average price paid by the four large Philadelphia dealers at nearby receiving stations and this has been affected by numerous factors.

First is the general price reduction effective on the Philadelphia market in May. A second factor is the lower percentage of Class I milk due to increased seasonal production. A third factor was the lower butter prices which caused correspondingly lower prices in Classes II and III. The fourth factor was a reduction of 5 cents in the formula applied to the average prices.

The buyer of this milk had insisted upon a 25-cent reduction below the previous formula for three months beginning May 1, but at a meeting of the representatives of that company with the officers, delegates and marketing committee in the Rising Sun section, held early in May, a 5-cent reduction for May and June was agreed upon, a saving of 20 cents for these two months due to the efforts of the Cooperative working through these committees.

The May price for 3.5% milk was \$1.81 delivered to the plant, compared with \$1.46 paid by the Sheffield company at other plants in the same mile zone from New York.

Critic: "The picture of the horse is good, but where's the wagon?"

Artist: "Oh, the horse will draw that."

I think perhaps I'll never see A billboard lovely as a tree. Perhaps, unless the billboards fall, I'll never see a tree at all.

A Page For Inter-State Women

The Farm Home and New Horizons

By Pearl MacDonald,
Extension Nutritionist
University of Delaware

THE AGRICULTURE of any people is fundamental to the life and prosperity of that people. Without an adequate agriculture no nation can really prosper.

In agriculture, the farm and the farm home are a combined and inseparable unit. There is no other business in which the work of husband and wife is of such vital common interest as is the case of the farmer and his wife. Plans for the farm crops are of as much interest to the farmer's wife as plans for the home are to the farmer.

The man in town or city has a job quite apart from the home and earns a salary, while his wife manages the home and makes the necessary purchases for the family.

Joint Planning

The farmer and his wife, on the other hand, jointly plan and produce not only their own family food supply, but also the crops which are sold to furnish food for the rest of the population.

Providing food for the farm family and for the general population has taken on new significance in recent years.

Research studies in nutrition during the past thirty years have brought to us a "newer knowledge of nutrition". These studies reveal the fact that what people eat determines their health status, that certain food essentials are required for good growth and development in children and for maintenance of health for every individual.

Food studies indicate that too many families have diets which do not provide enough of the "protective foods". That is, they do not have enough milk and dairy products, vegetables, fruits and eggs. These are the foods which, when taken in sufficient amounts, insure protein of high quality, minerals and vitamins which are essential in an adequate diet.

Few Nations Well Fed

However, the Mixed Committee of the League of Nations, appointed to study the relation of nutrition to health, agriculture and economic policy, states in its interim report that "there is not a single country where the entire population enjoys a standard of nutrition adequate for the maintenance of health."

To provide the whole population with a fully adequate diet surely should be the acknowledged purpose of agriculture. Such a concept of the function of agriculture reveals to the farmer and his wife a new and compelling view of the tremendous importance of their farm-home business and their great contribution to the health, happiness and welfare of all the people.

Thus do new horizons beckon the farmer and his wife. What will this new concept mean to them?

First, the farmer and his wife will plan an adequate diet for their own family. That is, they will work out a live-at-home program.

While the farmer and his wife together plan their farm program, it becomes the special privilege of the wife to determine in detail the family food supply. The woman in the home is the one who selects the daily food and sees that each member of her family has his quota of "protective foods" for optimum health.

A Food Plan That Fits

A moderate cost "food plan" follows:

Milk*†—one quart daily for each child, one pint for each adult (to drink or in cooked food).

Vegetables*† and fruits*†—4½ to 5 servings per person daily—one of potatoes or sweet potatoes, one of tomatoes or citrus fruits, one of a leafy, green, or yellow vegetable, one of fruit, 3 to 5 servings a week of other vegetables.

Eggs*†—2 or 3 a week for adults, 4 or 5 for young children and a few in cooking.

Meat†, fish and poultry†—about 5 times a week or daily if in combination with cereals or vegetables.

Cereal—once a day, sometimes twice.

Bread and Butter*—at every meal.

Dessert†—once a day, sometimes twice. (Do not displace protective foods.)

Those foods marked thus (*) are classed as protective and those marked (†) are available a part or all of the year on every well-planned farm.

Better food means better health. Food produced on the farm means more generous amounts at less cost. By thus decreasing the expense of properly feeding the family, the woman on the farm makes a real money contribution to the farm family income.

Furthermore, if the farm family

which has an established live-at-home program consistently followed year after year, that family is taken care of so far as its own food supply is concerned, even though there may be a failure in some farm crop which curtails the farm income for that season.

A further privilege of the farm woman is to spread abroad this gospel of the "newer knowledge of nutrition" which raises not only the standard of health of her own family but also the standard of health of the other families in her community.

Makes Better Communities

One of the great advantages of improvement in health in a community is that such a community is a better place in which to live and raise a family. Every farm family is ambitious to live in a good neighborhood. Standards are raised and neighborhoods are improved by the close cooperation of families with like purposes and ambitions.

Again, to spread abroad information as to "the newer knowledge of nutrition", brings about an understanding by the general population of the value of farm products from a nutrition-health standpoint. The application of this knowledge by the general population in daily living will create an appreciation of farm and farm products and thus will sales to the public be increased. This, in turn, means greater farm income. Larger income for the farm family means a higher standard of health and greater capacity to take advantage of and enjoy educational, social and recreational opportunities.

Any phase of these new problems of nutrition, agriculture and economic policy now facing us, are excellent topics for discussion in Granges, Parent-Teacher Associations, Inter-State locals, Women's Clubs, Extension groups, Medical and Dental Associations and other organizations interested in nutrition, health and agriculture. Women of the farm, because they have first-hand knowledge of these problems, can render an invaluable service in such discussions.

Let us scan the horizon, catch the vision of the new nutrition and the new agriculture, and work for better health and larger living for home, community and country.



The Bieler herd headed for pasture. Picture sent by Mrs. Howard B. Bieler, East Greenville, Pa.

England Presses Forward In Increasing Milk Use

AMERICAN NEWSPAPERS of late have been featuring a "Fitness Campaign" which Great Britain launched recently as a result of startling revelations of the low physical average of England's youth. A less heralded but important part of the Fitness Campaign is a nation-wide effort to increase the consumption of milk by English people.

In addition to publicity and popular education in various forms, one of the means taken in this direction is the establishment of Milk Bars. The National Milk Publicity Council reports from its headquarters in London that there are now 1060 Milk Bars in England and Wales, a fact which is all the more remarkable when it is realized that three years ago there was not one in the country.

(Producers in this milk shed will here recall with interest that our local Dairy Council has been the first to establish such a milk bar in the Philadelphia area.)

Scientists Urge More Milk

As in the United States, an increase in the consumption of milk and other dairy products is being urged by leaders in public health. Sir Edward Mellanby, an eminent English scientist, made the following statement recently, as quoted in a release from the National Dairy Council.

"There is less mystery in the outstanding long distance running and other athletic abilities of the Finns when it is remembered that the daily milk consumption per head of population is three times that in Great Britain. Physical exercise and proper nutrition are necessary for best development of the body, but a badly nourished body may be incapable of taking exercise or of profiting by it."

Dr. Mellanby deprecates the enormous consumption of other beverages in Great Britain, and again stresses the fact that every boy and girl needs a quart of milk daily, and every adult at least a pint. "If parents will make use of the new knowledge of nutrition, and build their diet and that of their children around the protective foods—milk, vegetables, fruits and eggs—they can expect better health and an extension of the period of active adult life for themselves and optimum physical and mental development of their children."

It is interesting to note the extent to which England's promotion campaign parallels that being conducted not only in urban sections of the Philadelphia Milk Shed by the Dairy Council, but in a large number of our milk markets throughout the United States.

Pasture Care Pays

From the West Virginia Herd Improvement News Letter we get these results of pasture fertilization. "Last year he (a milk producer) applied 300 pounds of 20% super phosphate per acre, but it wasn't applied to quite all of the field. On examining the field recently, it was found that up to the point where last year's application of phosphate reached, there was a nice setting of white clover, orchard grass, and other desirable grasses, even though no seeding has been made for six years, but beyond last year's application a very small showing of white clover and grasses appear, and a large proportion of the ground is covered with weeds."

When the one great Scorer comes to write against our name, he writes not that we won or lost, but how we played the game.

Only the wise profit by advice.

High Points of Grade A Standards

The recently organized Grade A Milk Association has been busy developing standards which conform with ordinances in the larger markets featuring Grade A milk as a superior product. These standards are considered necessary in order that the consumer will be protected on the quality of milk purchased under the "A" label. Likewise, producers and distributors who put out a genuinely superior milk under that label will be protected from competitors who might use the label for an inferior product.

These requirements conform closely with milk ordinances now in effect. A few high points worth noting are as follows:

1. The "plate count" is recognized as the basic test of sanitary quality for producers' milk and for the milk in the dealer's possession both before and after pasteurization.

2. Employees must be free from disease as determined by physical examinations and laboratory tests for certain specified diseases.

3. Dairy cows must be free from disease as determined by tuberculin tests and physical examinations at least twice a year.

In addition there are the usual requirements for sanitary barns, milk houses and equipment, and cooling requirements. Bonuses will be paid producers on the basis of bacteria counts as at present.

Cecil County Field Day

Saturday, August 20, has been set aside for a big farmers' picnic and speaking program at Tome Memorial Hall, Port Deposit, Maryland. All farmers and farm organizations of Cecil county are urged to set this date aside for the all-day event. Congressman T. Alan Goldsborough and A. H. Lauterbach, Inter-State's general manager, will be on the program and efforts are being made to obtain another nationally known figure as speaker.

C. J. Keppel and Mrs. J. B. Fassett will be prominent in supervising local features of the program.

Farm: A portion of land entirely covered by a mortgage.—*Guinea Pig.*

It's a funny world. If a man gets money, he's a grafter. If he keeps it, he's a capitalist. If he spends it, he's a playboy. If he doesn't get it, he's a ne'er-do-well. If he doesn't try to get it, he lacks ambition. If he gets it without working for it, he's a parasite. And if he accumulates it after a lifetime of hard work, he's a sucker.—*Medley.*

Lininger Receives Deserved Promotion

Dr. Fred F. Lininger has recently been appointed as head of the Department of Agricultural Economics of Pennsylvania State College. His appointment became effective on July 1. This position was formerly filled by Fred Weaver, who was forced to resign because of ill health.

Dr. Lininger is a graduate of Pennsylvania State College and received the degree of Master of Science at Cornell University in 1926 and of Doctor of Philosophy in 1927.

Dr. Lininger has been active in dairy marketing problems in Pennsylvania. He has participated in or supervised numerous marketing studies which have been accurate and comprehensive in nature. He has also participated in milk marketing studies in other sections of the country, which furnishes evidence of his national reputation as a practical dairy economist.

The career of the new head of the Agricultural Economics Department has been closely associated with the development of Pennsylvania agriculture. Dr. Lininger served for two years as extension representative in Mercer county, then farmed for two years at Martinsburg, following which he became supervisor of agriculture for the Morrison Cove vocational school at Martinsburg in 1920. Three years later he was appointed director of the school, which position he held until he took up graduate study at Cornell University.

Dr. Lininger is a member of the American Farm Economics Association and numerous other fraternities and organizations of an educational and professional nature.

Pennsylvania State College is to be congratulated on this selection and the farmers of the state are fortunate in having a man with such ability placed at the head of this important department of their state college.

New York Prices

Prices paid by the Sheffield Producers' Cooperative Association, which operates in the New York milk market and sells most of its milk to the Sheffield Farms Products Company, paid \$1.40 per hundred pounds of 3.5 percent milk in May. This is for milk delivered f.o.b. plants in the 201-210 mile zone and includes all milk supplied by producers. That price was 10 cents lower than the price in May, 1937.

The greatest undeveloped territory lies just under your hat.



Dr. F. F. LININGER, whose appointment as the head of the department of Agricultural Economics at Pennsylvania State College, became effective on July 1.

A Good Book

To REVIEW readers who are interested in community development and the demonstration of the real spirit of cooperation, we take pleasure in recommending a recent book "The Long Tomorrow" by Evelyn Voss Wise. This book, written by the wife of the secretary of the Maryland Farm Bureau, might be classed as historical fiction describing the development of a mid-western community and the sound results obtained through working together under wise leadership.

Dairy Research in Maryland

Experimental work being carried on at the University of Maryland Agricultural Experiment Station includes many projects of direct interest to dairymen. One investigation is designed to determine the relative value of different strains and types of alfalfa and clover for yield, quality, adaptability, and time of maturing. Similar tests are being conducted with soy beans, to determine the relative value of the different varieties for both hay and grain.

Another test concerns the type of rotation best adapted to dairy farms. It has been shown that with good farm management the dairy farm can produce all the silage and hay and about 60 percent of feed grains needed by the herd.

Permanent pastures are being investigated in other experiments so as to learn more about the strains of pasture plants adaptable to Maryland conditions and the methods of handling these so as to get the best yields of livestock feed from Maryland pastures.

Sanitation Important In Bang's Disease Control

Special attention to the sanitation of buildings, equipment, and premises where cattle are kept will go a long way in preventing the recurrence of Bang's disease, say veterinarians of the United States Department of Agriculture. This also is the opinion of farmers and breeders who attended a recent conference on Bang's disease.

One Iowa farmer, James Newlin, reported that for 5 years he had no positive reactors to the agglutination test among animals born on the farm and that for the last 3 years he had had no trouble at all with Bang's disease. Previously he had experienced severe and discouraging losses. He credits this record to the fact that he never allows on his farm any "foreign" trucks used for hauling livestock. Neither does he haul feed in any livestock truck unless the truck has first been thoroughly scoured with lye and hot water. As a further precaution he never allows a visitor to walk down the feed alley in his dairy barn. He sees that the cow tester wears rubbers and cleans them before he enters the barn.

A Wisconsin dairyman, E. W. Atkins, expressed the belief that a lot of trouble from Bang's disease has come from the practice of turning cows into a barnyard in which there is a manure pile. On his farm the cows run in a clean lot and the manure pile is fenced so that the cows cannot get to it.

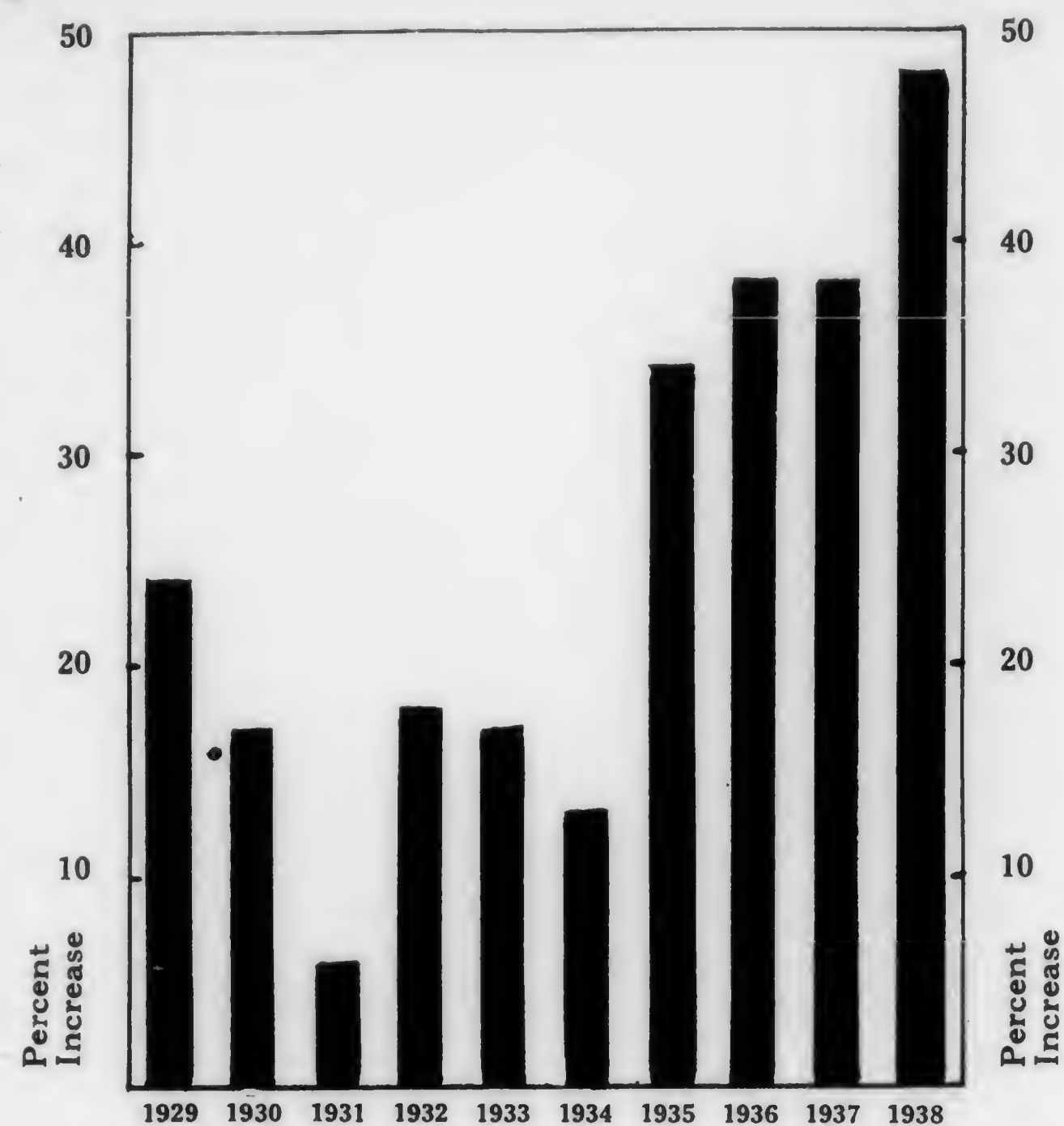
Others use certain forks or shovels for removing manure and these are marked with an identifying paint so that they will never be used for handling feed.

Plan to attend the Inter-State Annual Meeting on November 10-11.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of May, 1938:

Butterfat Tests.....	3599
Plants Investigated (first half May)	18
(second half May)	37
Farm Calls.....	1062
Non-Farm Calls.....	412
Herd Samples Tested.....	461
Brom-Thymol Tests.....	444
Microscopic Tests.....	42
Membership Solicitation Calls.....	183
New Members Signed.....	36
Local Meetings.....	6
Attendance.....	555
District Meetings.....	1
Attendance.....	16
Committee Meetings.....	14
Attendance.....	160
Other Meetings.....	9
Attendance.....	363



Where Our Production Is Going!

Each bar in this chart represents the increase in production during May of the year indicated as compared with the previous November. From 1930 to 1934 there was an increase of only 6 to 18 percent from fall to the next spring, but in 1934 production jumped to a point 34 percent higher in May than in the previous November, then to 38 percent the next two years and this year we had a 48 percent increase in May over last November—or 148 pounds of milk in May for each 100 pounds last November. Meanwhile, the demand from consumers has changed very little, if at all. That means the extra 48 pounds must be used for other purposes that bring less money.

We Do Need A More Uniform Production

May milk checks have again given proof of the need for some plan to level production in the Philadelphia milkshed. Class I percentages of most dealers in May struck a new low, which means that the farmers are getting a correspondingly lower weighted average price for all their milk. June Class I percentages for most dealers will also be lower than a year ago. This situation adds emphasis to the need for a level production program which can be put into effect before another heavy producing season is upon us.

The Pennsylvania Milk Control Commission has prepared a preliminary draft of an order which would permit a level production plan but would not make it compulsory. The order has not yet been issued but it is hoped it will be soon.

The Inter-State Board of Directors, at their meeting on June 16,

passed a resolution asking the Commission to take action at an early date.

Although it will be impossible to determine the basis of establishing quotas until the order is finally issued, it seems quite apparent that a producer who maintains an even and level production from month to month will obtain a relatively good quota. Milk producers are urged to plan their production with that in mind.

Not only will such practices assure a more satisfactory quota for another year, provided a level production plan is established, but, with or without such a plan, will also enable producers to capitalize on these better methods by producing more of their milk in the fall when the average price is much more satisfactory than in the spring.

July 1—We have just received word that the Commission has issued a level production order, quotas to be determined as outlined on page 10 of June Review.

Supreme Court Upholds Equalization Plan

Many milk markets in the country operate under what is known as the equalization plan. Briefly, this plan provides that producers similarly situated will be paid the same price for milk, regardless of the percentage of his milk any particular buyer may sell in Class I. In markets under Federal and State control, the equalization plan has been the object of many bitter legal attacks.

Recently the Supreme Court of the State of Indiana rendered a decision which approved equalization plans of this type. The court's decision includes the following paragraph which explains the plan briefly, at the same time upholding it as fair.

"The distributors vigorously contend that these equalization payments merely take money from the more fortunate dairy, which disposes of its milk as Class I milk and has little surplus, and gives it to the less fortunate dairy*, which is able to market less Class I milk and, consequently, has a larger surplus; that it merely takes profits from one distributor and gives it to another. But as we see it, this is not the effect of the law. It does not take profits from the distributor. It merely takes from him the difference between the amount he paid the producer and the amount he should have paid the producer."*

The meaning of the word dairy when marked with a star (*) is not clear; it may be taken to mean either the milk distributor or the producer, but whichever is meant the court recognizes the right of equal payments and asserts that it does not take profit from one to give to another.

The case arose from an appeal by milk dealers stating they could not be required, under the Indiana State Milk Control law, to pay into an equalization fund.

Advocates of equalization plans point out that all producers supplying the market under such a plan will be paid the same price, thus preventing sudden changes in the sales volume of a dealer from making sharp inroads on the income of producers supplying that dealer. Likewise, it will smooth out irregularities caused by dealers who turn off producers as soon as they have a few cans more milk than they need, thus paying the remaining producers a high average price while the producers turned off must take what price they can find where they can find it.

Don't worry about your station in life as some one will tell you where to get off.

Labor Inconsistent In Attitude Toward Farmers

CONSIDERABLE activity has been evidenced recently by American Federation of Labor organizers among farmers in some areas of Northern New Jersey. Press reports on these activities indicate an extensive campaign for members but no information has been received as to results of such efforts.

The promised accomplishments which the union holds out for the farmers include complete reform of the dairy industry and elimination of alleged evils which have been talked about for years. If farmers join this union a change of unsatisfactory conditions will be accomplished overnight, according to reports attributed to the union.

With this setup it is planned to have the dairy industry completely unionized from the cow to the consumer.

Another plan advanced by the union was the enlistment of the aid of union truckers and railroad men to shut out milk coming from beyond the area needed to supply New Jersey with milk, this in spite of court decisions stating that such restriction of inter-state commerce is illegal.

The advance information about the intentions of the A F of L union of farmers in New Jersey indicates a much more friendly attitude toward the farmers than has been experienced in the Pittsburgh area of Pennsylvania, and even in the Philadelphia milkshed.

Wage Boost Passed to Farmers

About a year ago union leaders in Pittsburgh announced their intention to obtain another half-million dollars a year from Pittsburgh's dairy industry for labor. They got it in full—but the farmers supplying Pittsburgh with milk paid it, with the dealers acting only as collection agents.

In fact, the courts gave distributors full authority to pass the extra labor costs back to the farmers. In the same court opinion the social security taxes and unemployment compensation taxes assessed against milk dealers for the benefit of dealer employees were also passed back to the farmers to pay. Farmers get none of whatever protection these funds are supposed to provide.

Producers supplying Philadelphia with milk also took a price reduction in May, amounting to 8 cents per hundred on Class I milk, 12 cents on Class II, and 7 cents on Class III. Here again increased labor costs, this time without unionization, so-

cial security taxes and unemployment compensation taxes, were all listed by the distributors as increased expenses which made a reduction in farmers' prices imperative. The farmers again are paying labor's increased wage demands and also labor's protection from old age and unemployment.

Even more vivid is the reduction in income and direct loss suffered by producers supplying Abbotts Dairies and caused by strike activities carried on by an A F of L union. This is a recurrence on a larger scale of losses suffered in the summer of 1937 by producers supplying both Supplee-Wills-Jones Milk Company and Baldwin Dairies. Those losses were also due directly to activities of the same A F of L union.

We are unable to reconcile the setup proposed by the A F of L union for New Jersey farmers with the treatment given farmers in the Pittsburgh and Philadelphia milksheds by unions in the same federation.

● "Men Cooperate—Not Commodities"

In dealing with farmers' cooperative associations, we need to recognize that "it is the men who cooperate, and not the commodity." Commodities cannot cooperate. It takes men, working together intelligently in accordance with "business rules" to make cooperatives function successfully.—Chris L. Christensen, dean of agriculture, University of Wisconsin.

PICTURE CONTEST

Open to:

Members of Inter-State and Their families

Prizes:

One dollar for each contest picture used on inside page
Five dollars if picture is used on front page

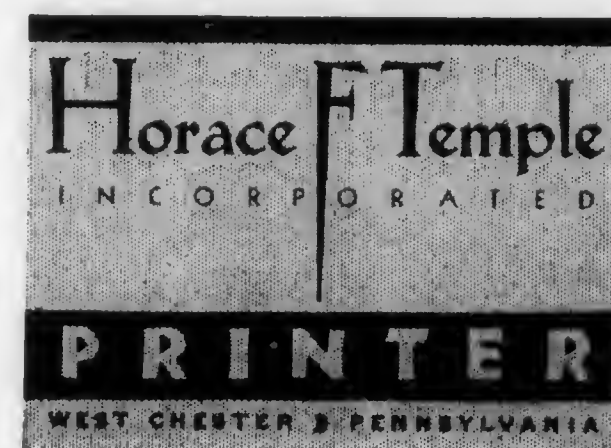
Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others on its merits
Description of picture (brief)
Identification of sender



THE NEW, improved Dumore has been specially prepared for cleaning dairy utensils. Removes fat, milk solids and dirt like child's play. Easy to use. Dissolves quickly and completely in hot or cold water. Quick to rinse. ... leaves no film, scale or lime sediment. Won't rust utensils. Stocked by the same leading dairies that recommend Diversol for sterilizing. Order today—see for yourself how easy it is to keep utensils bright and clean with the new improved DUMORE.

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Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIC FENCE

"CONQUEROR" Electric Fence. \$16.95. Safe, dependable, economical and guaranteed. Write for particulars and name of nearest dealer today. S. REED CONREY, JR. CO., 715 N. 42ND ST., PHILA., PA.

CATTLE FOR SALE

GUERNSEYS. Fully accredited small herd (10 head) registered Guernseys, records 350-500 lbs., to average under \$200 per head. An excellent foundation purchase. J. Howard Cliffe, Ivyland, Pa.

Cann Gets Appointment

R. T. Cann, Jr., of Kirkwood, Delaware, has been appointed Executive Secretary of the Delaware Liquor Control Commission, with offices in Wilmington.

"Dick" Cann is well known to farmers all over northern Delaware. He assures us that he will maintain interest in Delaware agriculture and in the Cooperative. He is secretary of the Kirkwood local and on the executive committee of the Wilmington Marketing Committee.

Production Now On Down Trend

RECENT REPORTS from several distributors indicate that milk production has started to recede from its tremendous high peak reached in late May and which held to a high level during the early part of June.

Daily Average Delivery of milk per shipper during May was 272 pounds, based on 6,444 producers shipping to six of the larger distributors. This was 29 pounds or 11.93 per cent higher than the previous May, and 37 pounds or 15.74 percent higher than in April, 1938.

During the first four weeks of June, 588,356 cans (40 qt.) of milk were brought into the Philadelphia market according to the United States Department of Agriculture report. This is about .76 of one percent less than the 592,855 cans of milk brought in during the same period of last year.

Cream Receipts also decreased during the same period from 28,126 cans (40 qt.) last year to 22,733 cans during the corresponding four weeks of this year. The latest open market quotation on Newark and Ardmore inspected cream was \$13.00 per can, equivalent to \$1.38 per hundredweight of 3.5 percent milk.

Special attention is called to the chart on page 12 which compares May production of each of the last ten years with the previous November. With 48 percent more milk in May, 1938, as compared to last November we can understand better our low Class I percentages. In 1931 there was only 6 percent more milk than in the previous November. Our production is becoming more seasonal, not following our market needs, with acute danger of fall shortages and the headaches of spring surpluses, aggravated this year by low manufactured product prices.

Reliable figures on **fluid milk consumption** in the Philadelphia market are not available, but a report from the Milk Industry Foundation states that milk consumption was down 7.83 percent in 1936 of the leading markets in the United States as compared with May, 1937. Accompanied with this, an employment decrease of 5.69 percent was reported by these same companies. When milk sales fall off, distributors must curtail their man power.

Pasture Conditions on June 1, 1938, in the country as a whole averaged the best for that date since 1929, being 86 percent of normal. Milk production in the United States was the heaviest reported by

the United States Department of Agriculture for June 1, being nearly 3 percent above that of a year ago. Pennsylvania milk production per cow per day was up 0.4 pound over a year ago, Maryland was up 0.7 of a pound and New Jersey 0.5 pound.

Feed Prices in Inter-State territory were again slightly lower in June than in May and continued to follow a slight downward trend with the exception of linseed meal, the price of which advanced 2.5 percent over May and was 8 percent above June, 1937. Many other feed prices ranged 25 to 30 percent lower this June than in the same month of 1937. For further details see table on page 6.

Feed Grain situation over the country indicates a satisfactory supply. Winter wheat production is forecast at nearly 80 million bushels more than last year with 30 million bushels more barley and prospects of a very satisfactory oat crop. The condition of the hay crop continued well above average with June 1 prospects at 84 percent of normal compared with a 77 percent average for the last 10 years.

Other Fluid Milk Markets continue a downward price trend in June although decreases are not as numerous as in May. Producers supplying Buffalo, New York, are receiving \$1.30 per hundredweight in June for 3.5 percent milk a drop from May of 40 cents, and a drop of \$1.15 from June, 1937. Retail prices are 3 cents per quart lower than last year. In Dayton, Ohio, the Class I price to producers was from 36-40 cents lower; in Lawrence and Lowell, Massachusetts, it is down 35 cents; the Evansville, Indiana, price is down 40 cents; and in Winston-Salem, North Carolina, it is 25 cents lower. Lower retail prices accompanied many of these declines.

Local Economic Conditions give some indication as to the purchasing power of the milk consumer. Employment in all manufacturing plants in Pennsylvania was only 73 percent of normal in April, 1938, a drop of 21 percent from April, 1937, and 2 percent lower than in March. Payrolls last April were only 66 percent of normal—36 percent less than a year earlier and down 3 percent from March according to the Federal Reserve Bank Report. Industrial production in the Third Federal Reserve District was 69 percent of normal during April, 1938, compared with one percent above normal in April, 1937.

Retail Food Prices in Philadelphia were 81 percent of normal in April, 1938, compared to 88 percent of normal in 1937. However, the wholesale price of farm products in the United States (prices received by farmers) was only 68 percent of normal while in April, 1937, it was 92 percent. In other words farm prices in the United States dropped 24 percent during the past year while retail food prices in Philadelphia are only 7 percent lower.

Butter Production was up 18 million pounds or 10 percent and cheese production was up 13 million pounds or 23 percent in May over May, 1937. Total production was 198 million and 67 million pounds, respectively. Cold storage holdings of butter in the ten leading markets were about 60 million pounds on June 27, about 23 million pounds more than a year earlier.

Butter Prices are now nearly 2 cents a pound higher than the low point reached early in June. New York 92-score was quoted on June 27 at 26.25 cents per pound. Undoubtedly the butter market has been stabilized through Federal buying for relief and the work of the newly organized Dairy Products Marketing Corporation.

Dairy Products markets appear somewhat stronger than they did a month ago. Storage stocks of dry skimmilk and dry buttermilk were moderately higher than a year ago, while dry whole milk stocks increased slightly as of June 1.

The Federal Surplus Commodities Corporation has given some relief to the dry milk situation through the recent purchase of nearly 17 million pounds of dry skimmilk, to be distributed among the unemployed. Undoubtedly these purchases have had a stabilizing effect on the market.

Evaporated Milk stocks on June 1st were 260 million pounds compared to approximately 242 million pounds on June 1, 1937. Stocks of condensed milk were only slightly higher than a year ago. Production of evaporated milk in May, 1938, was up 75 million pounds over April, and nearly 40 million over May a year ago. Prices received by producers selling milk to condenseries and evaporators averaged \$1.17 per hundredweight for 3.5 percent milk in May, 1938, compared with \$1.24 in April and \$1.43 a year ago.

Riddle: "Why is a crack in a chair bottom like a policeman?"

Answer: "Because it will pinch you if you don't park right."

Will It—Can It—Succeed?

New York City, the scene of many milk wars, is the home of the newly-organized Consumer-Farmer Milk Cooperative, Incorporated. It is the plan of this group to sell membership to consumers for a very low figure, with the assurance of at least a minimum volume of purchases during the year. Milk would be bought from the Dairy Farmers' Union at "prevailing prices".

The milk will be processed and packaged in paper containers, under contract, at a private pasteurizing plant. It will be sold through a selected list of stores at "the lowest prevailing market prices" for store trade, these stores to receive a fee for handling the milk. Union labor will be utilized throughout in the processing and distribution of the milk. Two-thirds of the profits will be distributed to consumers on the basis of patronage, and one-third to producers.

This is a new venture. We shall watch its development with interest. It is being set up as a "yardstick" by people of high standing and with business experience, to show what milk really should cost the consumer.

It is our hope that this new enterprise will meet with success. However, judging from similar attempts in the past we are inclined to be pessimistic about its success in making any actual saving to consumers while paying the prevailing Class I price to farmers for their milk and prevailing union labor rates all down the line.

Electric Power Costs

One of the most frequent questions farmers ask when high power electric service is installed is the cost of operating various electrical appliances and conveniences. Some answers to these questions are provided in a report of a rural electrification project conducted by boys enrolled in vocational agriculture at West Lampeter, Pennsylvania, high school. The project was under the supervision of W. B. Rentschler, Supervisor of Vocational Agriculture and R. U. Blasingame, Head of the Agricultural Engineering Department, Pennsylvania State College.

Results of milk cooling tests conducted on three different farms in this project show a very modest cost for electricity with electric milk coolers. An 8-can cooler, used with a 20-cow herd and cooling evening's milk to 37 degrees, used about 1 KWH of electricity for every 50 pounds of milk cooled. This machine was used about 6 months of the year and was operated with a 3/4 horsepower motor.

A 4-can cooler on another farm,

operated by a 1/2 horsepower motor, required 1 KWH for each 72 pounds of milk cooled. This machine was operated the entire year.

A third electric cooler, also 4-can size, but operated with a 1/3 horsepower motor, required 1 KWH for 115 pounds of milk. This milk, however, was pre-cooled to 60 degrees before being placed in the cooling cabinet.

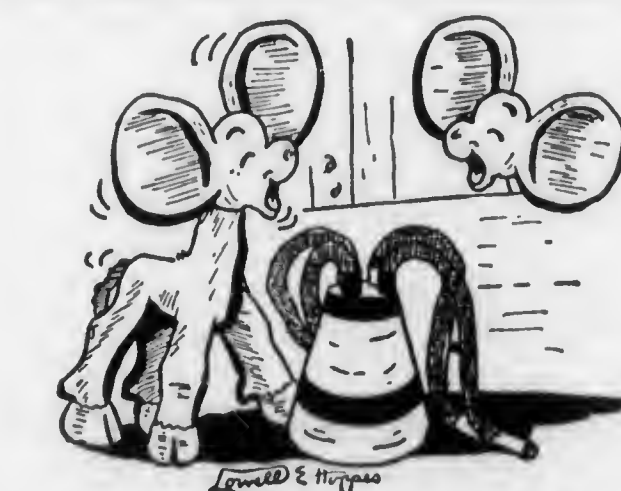
Tests on milking machines were conducted on 2 farms. On one farm, where 20 cows were milked, the electric consumption was 96 KWH per month. A 1 1/2 horsepower motor was used. On the second farm reporting on milking machine operation, 11 cows were milked daily and 36 KWH a month were required. This machine was operated with a 1 horsepower motor.

Dairy Federation Meets At Cincinnati

The National Cooperative Milk Producers' Federation will hold its twenty-second annual convention at Cincinnati, Ohio, on next November 14-16. This organization is a federation of 58 cooperative dairy marketing organizations of which the Inter-State Milk Producers' Cooperative is one. It represents more than 360,000 organized dairymen.

Annual Meeting—November 10-11

JUNE, 1938, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	26 1/4	26	25 1/4
2	26 1/4	26	25 1/4
3	26 1/4	26 1/4	25 1/4
4	26	25 1/2	25
5	25 1/2	25 1/4	24 1/2
6	25	24 3/4	24
7	25 1/4	25	24 1/4
8	25 1/4	25	24 1/2
9	25 1/2	25 1/2	24 3/4
10	25 3/4	25 3/4	25
11	25 3/4	25 3/4	25
12	25 3/4	25 3/4	25
13	26 1/4	26	25 1/4
14	26 1/4	26	25 1/4
15	26 1/4	26 1/4	25 1/2
16	26 1/4	26	25 1/4
17	26	26	25 1/4
18	26	26	25 1/2
19	26	26	25 1/2
20	26 1/4	26 1/4	25 1/2
21	26 1/4	26 1/4	25 3/4
22	26 1/4	26 1/4	25 1/2
23	26 1/4	26 1/4	25 1/2
24	26 1/4	26 1/4	26
25	26 1/4	26 1/4	26
26	26 1/4	26 1/4	26
27	26 1/4	26 1/4	25 1/4
28	26 1/4	26	25 1/4
29	26 1/4	26	25 1/2
30	26 1/4	26 1/4	25 1/2
Average	25.98	25.87	25.28
May '38	26.83	26.36	25.57
June '37	31.10	30.94	30.00



"This thing may drink milk, but I bet by golly it can't eat grass like us."

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Sanitary Regulations Tightened at Wilmington

Milk producers supplying the Wilmington, Delaware, market will find it more difficult in the future to shift from dealer to dealer, as the result of new regulations put into effect by the Wilmington Board of Health. These regulations stipulate that a milk distributor must notify the Board of Health when a new producer is taken on or an old producer is discontinued. Loss of license may be invoked against dealers who violate this regulation.

The regulation also requires that no new producers can be taken on by a distributor until the farm of the producer is given the approval of a dairy inspector. A Board of Health representative expressed the opinion that this regulation would go far in improving the supply of Wilmington milk, as it would make it difficult, if not impossible, for a producer who was discontinued by one distributor because of failure to meet sanitary regulations again to sell milk to any dealer in Wilmington until such regulations had been met.

The new regulations follow, in their general pattern, those now in effect in Pennsylvania as far as the taking on of new producers by distributors is concerned.

Milk Haulers Unionized In Pittsburgh Area

Practically complete unionization of dairy plant employees was accomplished in Pittsburgh during the summer of 1937. This unionization has since extended to the truck drivers who haul milk from farms to Pittsburgh plants.

Recent demands by the union to which these truckers belong would, if granted, drastically increase the cost of hauling milk from farm to market. Most of the truck operators live in rural sections, many of them being farmers who spend from four to six hours a day driving the trucks. Frequently the trucks are owned by the driver.

The demands would practically double the wage rate of the drivers, partly through increased wages and partly through shorter weeks, necessitating the hiring of another man for the seventh day who, presumably, would also be required to belong to the union.

Organization of haulers supplying receiving stations in that milkshed has not progressed as has the program in the direct shipped area.

About 1579 the Council of Danzig caused to be strangled the inventor of a weaving machine lest his invention reduce many workers to beggary.

Uses our spray, keeps milk-yield up in bad fly months



"For the past three years," says C. G. Thompson, manager of the Delmar Farms, Kent, N. Y., "we have been using your Gulf Livestock Spray, and may we go on record as saying it is one of the finest stock sprays we have ever used."

"Our herd is a mixed herd of 100 Ayrshires, Guernseys, and Jerseys. After using your Livestock Spray, we have found our herd stays up in milk production during the hot months."

Use Gulf Livestock Spray on your cattle. It keeps them quiet in pasture and at milking time—helps them make more milk.

SAVES YOU MONEY. N. W. Green, who owns a herd of 70 Jerseys and Guernseys, declares: "Gulf Livestock Spray is a lot cheaper to use than other sprays. This is because a light spraying of it gives a cow complete protection."

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies. One spraying lasts all day.



NEVER TAINTS MILK. W. W. Lively uses Gulf Livestock Spray regularly on his 135 Holsteins and Jerseys. He states: "When flies are thick, I am not afraid to use your spray—even at milking time. It never leaves a bit of taste in the milk—and never smells it up."



IT COULDN'T BE Milder. Gulf Livestock Spray is actually so mild that it can be gargled without harming the delicate membranes of your mouth or throat. It never blisters an animal's hide—never makes the hair drop out. In fact, it gives the coat a fine bloom.

SATISFACTION GUARANTEED OR YOUR MONEY BACK



5-gallon usable pail, \$4.95
Gallon can, \$1.19
Also 30 and 55-gallon drums.

FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

GULF LIVESTOCK SPRAY

Cooperation is not a sentiment—it is an economic necessity.—Chas. Steinmetz.

The world is blessed most by men who do things, and not by those who merely talk about them.

Milk Producers' Cooperative

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XIX

Philadelphia, Pa., August, 1938

No. 4

ITHACA, N. Y.
CORNELL UNIVERSITY
AGRICULTURAL ECONOMICS
BUILDING
N. C. THOMPSON
MILK PRODUCERS' COOPERATIVE, INC.



O. H. Hoffman, Jr., Who Will Assume His Duties As General Manager of the Inter-State Milk Producers' Cooperative on September 1.

Manager-Elect Hoffman Brings Wide Experience to Cooperative

ENTHUSIASTICALLY endorsed by the Board of Directors at its regular meeting on July 21, O. H. Hoffman, Jr., of Baltimore, Maryland, was selected as General Manager of the Inter-State Milk Producers' Cooperative. He will assume his new duties on or about September 1. Mr. Hoffman succeeds A. H. Lauterbach whose resignation, received on June 30, becomes effective on September 1.

Mr. Hoffman comes to the Cooperative from the Dairy Section of the U. S. Department of Agriculture, where he held the position of Senior Marketing Specialist. He is a native of West Virginia where both his father's and his mother's families were long active as operators of livestock farms. For the past twenty-eight years, however, he has been a resident of Maryland, where, in Harford County, his father owned three farms and where Mr. Hoffman now operates two dairy farms from which he sells milk on the Baltimore market. This milk is marketed through the Maryland Cooperative Milk Producers of which he is a member.

Practical Farm Experience

The manager-elect of the Inter-State Milk Producers' Cooperative holds degrees from Davis Elkins College and also from the University of Pennsylvania, having been graduated from the latter institution in 1919. He continued active supervision of his father's Maryland farms while attending college. Mr. Hoffman spent one year in military service during the war, with the 63rd U. S. Infantry.

From 1926 to 1933 Mr. Hoffman, in addition to his own farming operations, was in constant touch with dairymen of the Baltimore milk shed through his work as manager of rural organization for a large New York insurance company.

Mr. Hoffman's work in the Dairy Section carried him to widely separated parts of the country. He has been in active supervision of milk marketing agreements in California, Arizona, Colorado and in cities in Kansas, Nebraska, Missouri, Iowa and Illinois, also acting in an advisory capacity to dairy marketing cooperatives in those markets.

Effective in April, 1936, the Philadelphia market was also added to Mr. Hoffman's territory and his work in this area since that date has given him a broad and comprehensive knowledge of the problems

prevailing in this milk shed. Delegates to the 1937 annual meeting will recall his brief extemporaneous talk in which he outlined the Federal policy on milk marketing agreements.

Immediately upon learning of the impending vacancy in the general manager's position, a special meeting of the executive committee was called for the purpose of developing plans for filling the vacancy. A special committee was appointed, consisting of A. R. Marvel, Chairman; Joseph S. Briggs; H. K. Martin; Frederick Shangle; H. B. Stewart and B. H. Welty, ex-officio.

This committee carefully considered a long list of candidates and, after narrowing down the field,

interviewed the remaining candidates, then recommended the name of O. H. Hoffman, Jr., to the executive committee which, in turn, made the same recommendation to the Board of Directors where unanimous endorsement of the committee's choice was obtained.

The committee was especially impressed by Mr. Hoffman's knowledge of local problems of the Cooperative and by his experience in milk marketing work which has been obtained under widely varying conditions. In addition, his reputation and his personality were looked upon as assets which will instill confidence in the membership and win the approval of our buyers and the general public.

Cooperative Leaders Say Self Help Is Best

AGRICULTURAL cooperators from almost every corner of the nation reaffirmed their belief in self-help as a dominant factor toward farm prosperity at the 14th annual session of the American Institute of Cooperation, held this summer on the campuses of the State College of Washington and the University of Idaho.

The meetings were attended by 1,010 registered delegates from 32 states, the District of Columbia, Canada and Turkey, and by several hundred additional Northwestern visitors.

The creed of self-sufficiency through cooperation was voiced by scores of the speakers who addressed the 50 separate gatherings of the week. Some 120 papers were scheduled on the program, presented by farm organization executives, state and federal officials, marketing economists, and educators. As in the past, the Institute took no stand on controversial issues; passed no resolutions.

Detailed examination was made as to the effect of the new farm bill upon agriculture, and the present foreign trade policies in their relation to agricultural and industrial economy. The general theme of the sessions was "developments and current problems of agricultural cooperation," and the commodity and group sessions were devoted to the practical application of cooperation in the solution of these problems.

The warning of S. D. Sanders, cooperative bank commissioner of the Farm Credit Administration, against the current tendency "to let the government do it" was reiterated throughout the program. Control programs were viewed with varying degrees of approval, and although they were termed "life savers" in many instances, their limitations in the face of continued surpluses was recognized.

In the marketing of fluid milk, their function was generally stated to be supplementary to, rather than a substitute for, cooperatives.

Too Much Control Undesirable

Chris L. Christensen, dean of the University of Wisconsin's college of agriculture, was the first of the speakers to attack present agricultural control programs.

"For centuries it was considered unethical, and in some instances unlawful, to forestall production of essential goods," he said. "But today that practice is elevated to a national virtue. For the first time in our history the resources of the government are devoted to reducing the supplies of the necessities of life—and at a time when one-third of the population is underfed, under-clothed and underhoused."

Another speaker, O. B. Jesness, chief of the agricultural economics division of the University of Minnesota, declared that present soil

(Please turn to page 15)

Introducing Mr. O. H. Hoffman, Jr.

I AM pleased to announce that O. H. Hoffman Jr., has been selected as general manager of the Inter-State Milk Producers' Cooperative. Members of the Cooperative are especially fortunate in obtaining a man of his ability to manage the affairs of this organization.

His contacts with cooperative milk marketing groups have extended over a wide area, giving him a broad knowledge which will be of untold value in our organization. He is well informed on local conditions, having worked in this area frequently during the past two years as field representative in Federal milk marketing work. The milk from the Maryland farms which he operates is sold through the Maryland Cooperative Milk Producers.

The broad experience and unusual ability possessed by Mr. Hoffman will enable him to

carry through the many new activities which have been inaugurated in our Cooperative during the past few years, as well as to initiate and execute new ones as occasion requires.

His splendid personality will, I am sure, win him numberless friends in our Cooperative and in the entire milk shed, duplicating the popularity he has gained in milk marketing work throughout the country.

We look forward to continued steady progress under our new general manager who, according to present plans, will start work with us on September 1.

B. H. Welty

President

Full Cost Data Required As Result of Court Decision

A BRIEF announcement was carried in the July issue of the REVIEW, stating that the Pennsylvania Supreme Court had set aside a schedule of prices set by the Dauphin County Court to be paid producers in the Pittsburgh area. The lower court was ordered, by the Supreme Court, to refer back to the Control Commission the contention of the milk dealers that the price set was too high and that further hearings be held. These hearings were opened at Harrisburg on July 26.

In studying the decision of the Supreme Court we find that the court established the right of the Milk Control Commission to make their own survey as to the need for price changes but that the results of this survey must be placed upon record. It also stated that no new information can be brought before the court in making an appeal to the courts unless such information was not available at the time of the hearing or it amplifies information already placed in the hearing record.

Producers May Intervene

A bone of contention on previous court cases involving the Milk Control Commission was whether the producers had a right to intervene with the Commission against the dealers when producer prices were involved. This right was definitely approved by the Court.

The Supreme Court stated that in its opinion a minimum price as set by the Commission becomes, for practical purposes, the maximum price that can be obtained. There have been numerous exceptions to this, however, as many milk dealers in some of the smaller markets in the state have set retail prices higher than those specified by the Commission's orders. Numerous stores in Philadelphia also charge a higher cash-and-carry price for milk than the minimum price specified in the orders affecting this area.

Must Include All Branches

In numerous hearings the milk dealers have attempted to segregate their business into fluid milk, ice cream, manufacturing, etc. The Supreme Court stated that the business must be considered as a whole and also that producers' prices should be considered as to the effect of their entire sales to the buyer and not according to the price of any one classification.

In arriving at a fair cost of distribution the Court ruled that the most efficient milk dealer should not be used, nor should the least efficient dealer be used as a standard, but that a fair cross-section of the entire industry in the market should be applied. The same argument was held forth as applying to producers. In other words the cost of production of the best farmers would not be

fair to the great majority, while to take the cost of production of the least efficient farmers would be unreasonable.

An outstanding feature of this opinion was that in the future all orders of the Milk Control Commission must be based upon evidence placed upon hearing records and obtained from books, or figures taken from books. This applies to both producers and distributors. It will mean that hereafter hearings will be long and tedious with accountants and attorneys occupying the center of attention. Every bit of evidence must be presented publicly at the hearing and, at the same time, each group may be expected to attempt to discredit the evidence presented by other groups in order to strengthen its own position.



The future of dairying seems assured, judging from these youngsters, both boys and calves. Picture sent by the boys' father, John R. Heffner, Fleetwood, Pa.

INTER-STATE MILK PRODUCERS REVIEW

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Lancaster—C. E. Cowan, County Extension
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South Jersey—H. T. Borden, Co-op Bldg.,
Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

New Jersey Considers Federal Order

The New Jersey Board of Milk Control was asked by producer groups in that state to consider the establishment of a Federal milk marketing agreement for New Jersey. Negotiations have already been opened with the Dairy Section of the Agricultural Adjustment Administration for this purpose. It was felt that such a move is necessary to protect the interests of New Jersey producers since a Federal order is being considered for the New York market and also for the Philadelphia market.

The New Jersey Board was requested to draw up a tentative agreement to be presented to the AAA after which it will be submitted to the producers for consideration. The New Jersey Board of Milk Control will continue to regulate prices on transactions within the state, while the AAA would control interstate commerce in milk sold in New Jersey if the agreement and order is adopted.

Emergency Price Order Expires August 15

The emergency order covering producer prices in the Philadelphia milk marketing area was extended by the Pennsylvania Milk Control Commission to August 15. The emergency order was originally issued early in May, to expire on July 15, but due to the inability to prepare a new general order by that time the emergency order was extended.

This order carried a reduction of 8 cents per hundred pounds in Class I, 12 cents per hundred in Class II, and 7 cents per hundred in Class III. The actual reduction amounted to an average of about 9 cents per hundred, varying slightly with the classification percentages of the various dealers.

The Milk Control Commission, together with representatives of the Dairy Section of the Agricultural Adjustment Administration, have been working on the preparation of a new order. This order is being written according to findings at the State and the joint Federal-State hearings on milk prices held in Philadelphia during March and April. It is expected that this order will be issued early in August, to be effective on August 16, immediately upon the expiration of the extended emergency order.

Factors which have entered into the discussions and which were stressed at the hearings include allowances for operating receiving stations, wage increases granted to drivers and plant employees, greatly increased taxes which have been levied against milk dealers, the cost of farm labor and increase in farm taxes, and the steadily increasing expense of meeting sanitary requirements of our markets.

A discouraging feature of the milk distribution business at the present time is the trend of wages in the industry, which is constantly upward, and the efforts of the industry to take this increase out of the price paid producers.

There is only one way to spell business—it must have a "U" and an "I" in it.

Annual Meeting Plans

We announced in the July issue of the Inter-State Milk Producers' REVIEW that the date for the 1938 annual meeting had been set as November 10-11. The committee has found it necessary to change this date to November 17-18 in order to provide more time for holding local and district meetings and in order to obtain the hotel accommodations desired. Previously scheduled events for the dates originally set made it impossible to meet at the Benjamin Franklin Hotel at that time.

The accommodations at the Benjamin Franklin Hotel were excellent at the 1937 annual meeting and a careful survey showed that no other place in the city would give the combined accommodation of adequate convention and banquet halls, plus the necessary rooms for members and guests attending.

The committee drawing up plans for the annual meeting consists of A. R. Marvel, Chairman; B. H. Welty; and I. Ralph Zollers. The program will be developed well in advance of the meeting and full announcements will be given at the local meetings and carried in later issues of the REVIEW.

Definite efforts will be made to obtain the largest attendance at this annual meeting in the history of the organization. It is generally felt that members who attend this meeting, whether as delegates or unofficially as members, will obtain more benefits from it than any other Cooperative event during the year.

Milk Month Attracts Wide Attention

National Milk Month, sponsored by the National Cooperative Milk Producers' Federation, with over 200,000 chain and independent drug, food and variety stores cooperating, has made the nation "milk conscious". Nation-wide radio publicity has been given the campaign by Gracie Allen, Boake Carter, Believe-It-Or-Not Ripley and food commentator Mary Margaret McBride. On June 16 the entire blue network of the National Broadcasting Company carried the talk of Milton Hult, president of the National Dairy Council, describing the need for and results of the campaign. Some stores ring a cow-bell every time there is a milk sale. The press of the entire country has carried editorials on milk, food pages on milk, beauty talks on milk, pictures about milk and sports celebrities drinking milk.

He who talks without thinking runs more risk than he who thinks without talking.

Delaware 4-H Winners

The demonstration team from the Stronghold 4-H Dairy Club won first place in the Delaware state 4-H dairy demonstration contest held at the Kent-Sussex Fair on July 28. Horace Ginn and William Buckworth, from near Middletown, comprised the team.

Second place was won by the team consisting of Charlotte White and Lester Cannon representing the Live Wire 4-H Dairy Club of Graysville, Sussex County.

The demonstration as staged by these teams covered the essential points that must be observed on the farm in order to supply a high quality product to the market. The 4-H demonstrators emphasized the necessity of healthy cows kept in clean, sanitary stables, the cows being cleaned immediately before milking. Special emphasis was placed upon the necessity of proper care of the utensils, including careful washing and sterilizing after washing, as well as sterilization again immediately before milking.

The health of the milkers and milk handlers was another point which they stressed. The importance of proper cooling in order to reduce bacterial growth was brought out through discussion and by means of charts, as well as being demonstrated by the placing of milk cans in a cooler.

The winning team will continue training throughout the summer and will compete at the National Dairy Exposition held at Columbus, Ohio, in October, while the members of the second place team have declared their intention also to continue training. They will put on their demonstration at frequent intervals with their eyes on the state championship in 1939.

New York Producers to Vote on Federal Control

Definite progress has been made in the New York City milk shed toward obtaining a Federal order for the protection of producers supplying that market. Notice to producers, handlers and other interested parties, giving them an opportunity to file arguments for or against the proposed order, was recently issued. Hearings were held in New York City and other points in the milkshed from May 16 through June 7 and as a result a tentative agreement and order has been drawn up.

The program for New York includes: (1) The establishment of minimum prices to be paid producers for each class of milk; (2) Classification of milk according to use; (3) The establishment of a method of

making payments and a market-wide pool to assure all producers a fair share of the fluid milk market; (4) The selection of a market administrator to administer the program.

The price schedule carried in the proposed agreement and order calls for a Class I price, in the 201-210 mile zone, of \$2.65 per hundred pounds of 3.5% milk for the months of August through March, and \$2.20 per hundred pounds for the months of April through July. The order also specifies that these prices shall prevail only when the price of butter is within a certain range and that the price shall increase or decrease as butter rises above or falls below the price range specified.

About 60,000 to 70,000 dairymen in New York, Pennsylvania, New Jersey, Connecticut, Massachusetts, and Vermont produce milk for the New York City area and would be affected by the order. Approximately 13,000,000 pounds of milk are delivered daily by these producers who are qualified by New York City health authorities. One-half of this milk is shipped in fluid form, the remainder being manufactured into cream or other dairy products.

Cecil County Farmers' Day

A full and varied program has been developed for the Cecil County Farmers' Day, which will be held at Tome Memorial Hall, Port Deposit, Maryland, on Saturday, August 20. The event is under the auspices of Cecil County locals of the Inter-State Milk Producers' Cooperative, cooperating with other farm organizations of Cecil County.

An excellent program has been arranged, with sessions being held at 11:00 a.m. and 1:30 p.m. The speakers include C. J. Keppel, Director of Tome School; Honorable T. Alan Goldsborough, Representative in Congress from the first district of Maryland; A. H. Lauterbach, general manager of the Inter-State Milk Producers' Cooperative; Dr. H. C. Byrd, president of the University of Maryland; and Honorable John A. Mc Sparran, Past Master of Pennsylvania State Grange and former Pennsylvania State Secretary of Agriculture.

Music has been arranged by the local committee and a cafeteria lunch will be furnished by ladies of a local Church. Farmers and their families from all farm organizations of Cecil County and neighboring areas are cordially invited to attend. The committee in charge consists of Howard R. Brown, Chairman, Alexander Wilson and John K. Gifford.

What we see depends mainly on what we look for.—Lubbock.

Accurate Records Needed

The necessity of producers keeping as accurate cost records of their milk business as possible is becoming more apparent each year. These records are highly valuable in helping a farmer put his dairy business on a more efficient basis and are well worthwhile for that purpose alone.

In addition, the recent Pennsylvania Supreme Court opinion which states that prices established by the Milk Control Commission must be based upon records taken from books and these records must represent a fair cross-section of the parties affected adds another strong argument for keeping records. This argument is briefly that if we want cost of production we must have proof as to what constitutes cost of production.

Bangs Indemnities Revised

The basis of Federal indemnities for cattle reacting to tuberculosis and Bang's disease was changed on July 1. After that date Federal payments will not exceed one-third the difference between the appraised value and the salvage value of the animal. In no case will a Federal indemnity be paid of more than \$25.00 for a grade animal and \$50.00 for a purebred animal.

For example, a farmer sells an infected grade animal appraised at \$90 for a salvage price of \$30. Under the new law he will receive from the government not more than one-third of the difference, or \$20 plus the salvage price. Where a state indemnity is also paid the farmer will also get the additional amount allowed by the state.

Only California Left

With South Dakota gaining a place among the list of modified accredited areas in the campaign to eradicate bovine tuberculosis, only one state in the country remains that has not completed this program. Approximately 600,000 cattle were given tuberculosis tests in South Dakota during the year ending July 1 and all reactors were removed and slaughtered.

With the completion of the area test in a few counties in California the entire country will be placed in a modified accredited area and bovine tuberculosis will be under almost complete control throughout the nation.

To those who talk and talk and talk This proverb should appeal. "The steam that blows the whistle Will never turn the wheel."

Prices Paid for 3.5% Milk By Philadelphia Dealers Weighted Averages, June, 1938

Abbotts	\$1.85
Baldwin Dairies	2.30
Breuninger Dairies	2.50
Wm. Engel Dairies	2.62
Gross Dairy	2.56
Hamilton Dairies	2.45
Missimer Dairies	2.50
Mosebach Bros.	2.42
Scott-Powell	2.14
Supplee-Wills-Jones	2.10

Supplementary Notes To Price Table On Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission. Adjustments have been made to a 3.5% butterfat basis from the 4% basis included in its orders.

†Class 1A (Cream) price of \$2.00 applies on Altoona, Huntingdon, Reading, Tamaqua, Doe Run and Tyrone markets.

‡June only.

The June average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The Class III price in the Pennsylvania part of Philadelphia milk shed for June as set by the Control Commission is \$.94 per 100 pounds of 3.5% milk (\$1.06 for 4% milk) f. o. b. dealer's plant or receiving station, and for July it is \$.94 (\$1.07 for 4% milk). Class III prices in the rest of Pennsylvania are 7 cents higher each month. Class III price at receiving stations in Maryland and Delaware was \$.91 for 3.5% milk in June and in July. Class III price for 3.5% milk f. o. b. Wilmington is \$1.11 for June.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 3.5% milk, Class I Grade B, June and July, \$2.76; Class I Grade A, June and July, Grade B price plus butterfat and bacteria bonuses, or \$3.16.

Class II, June and July, \$1.65.

Class III, June, \$1.03; July, \$1.04.

Save November 17-18—

Annual Meeting

Number Your Cans

A few milk cans on a truck which carry no number cause numerous misunderstandings and sometimes mean that some producer fails to get credit for a canful of milk he shipped while perhaps someone else gets paid for an extra canful.

In order to avoid confusion and misunderstandings, every shipper is urged to place his patron number conspicuously on every milk can.

Classification Percentages—June, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class 1A	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies	38		58.5	3.5	94% of Class I
Baldwin Dairies	70		16	14	
Billman & Stegmeier	54.5	4.5	41		
Blue Hen Farms	66.7		7.34	25.96	
Breuninger	82		9	9	
Clover Dairy Co.	62.34		11.77	25.89	53% of Production
Delchester	57		43		
Eachus	83	11.0	6		
Engel Dairy	88		12		
Fraims Dairies	66.65		12.43	20.92	
Gross	84.5		15.5		
Hamilton	77.38		21.13	1.49	
Harbison Dairies	73		10	17	81% of Class I
Harshbarger	62	9.4	28.6		
Hernig	51		49		
Hoffman	†31.1	6.6	62.3		
Martin Century	*80.61		*19.39		73.62% of Class I
Meyers Dairies	70		30		82% of Production
Missimer Dairies	80		20		
Mosebach	78.17		9.23	z12.60	
Mount Union 1-15	62	5		33	
" " 16-30	72	5		23	
Nelson	55		36	x 9	
Scott-Powell	57		41	2	68% of Production
Strickler	75	10	15		
Supplee-Wills-Jones	55.69		32.69	**11.62	90% of Class I
Sypherd's Dairy	74.8		10.4	14.8	
Turner & Wescott	49		51		
Waple	72.1	6.6		21.3	
Wawa Dairies	70		18	12	

NEW JERSEY

	Norm	Cream	Excess Balance
Abbotts "A"	100		
" " "B"	88	12	
Castanea "A"	82% of Norm	Balance	90% of Excess
" " "B"	76% of Norm	Balance	90% of Excess
Scott-Powell	97.6	2.4	Balance
Suburban Dairies "A"	73.8	26.2	
" " "B"	90.3	9.7	
Supplee-Wills-Jones	100		

*Martin Century paid June, Class I, 17.07% at \$2.80 and 63.54% at \$2.61; Class II, 4.11% at \$1.29 and 15.28% at \$1.25. (Prices for 3.5% Grade "B" milk, f. o. b. Lansdale.)

**Supplee-Wills-Jones paid New Jersey price of \$1.03 on 2.71% of their Class III milk.

xOf this amount, 1 percent was used in Class V, same price as Class III.

zUsed in Class V, same price as Class III.

†25.5% bought at Altoona Class I price, 5.6% at Huntingdon Class I price.

Feed Price Summary for July, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	July 1938 (\$ per T.)	June 1938 (\$ per T.)	July 1937 (\$ per T.)	% Change July, 1938 compared with June, 1938	% Change July, 1937 compared with June, 1938
Wheat Bran	27.25	28.92	37.61	-5.77	-27.55
Cottonseed Meal 41%	36.31	35.07	48.13	+3.54	-24.56
Gluten Feed 23%	30.17	29.92	39.52	+ .84	-23.64
Linseed Meal 34%	48.56	49.87	43.83	-2.63	+10.79
Corn Meal	31.00	30.98	50.50	+ .06	-38.61
Mixed Dairy Rations: 16%	30.06	30.54	39.24	-1.57	-23.39
24%	35.67	35.07	45.26	+1.71	-21.19
32%	38.57	37.71	46.33	+2.28	-16.75
Brewer's Grains	28.12	27.25	32.93	+3.19	-14.61

A new use has been found for dry skim milk. Mixed with soy bean flour or cottonseed meal, dry skim milk has been found very efficient as a food for bees during seasons when they can not get enough pollen. This is in addition to sugar which is commonly fed under such circumstances.

"How about a little kiss, girlie?"
"No, I have scruples."
"Well, that's all right; I've been vaccinated."
—Octopus.

It is bad business when there are too many people living without working or too many working without living.

Prices *3.5% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

June Averages and June and July Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in June	Class I Price July	June	Class II Price July	June
Philadelphia Dealers		see page 6	\$2.80	\$1.29	\$1.30	
Abbotts Dairies, Inc.	Coudersport, Pa.	\$1.58	2.20	1.21	1.22	
" " "	Curryville, Pa.	1.62	2.29	1.22	1.23	
" " "	Easton, Md.	1.64	2.38	1.21	1.21	
" " "	Goshen, Pa.	1.69	2.45	1.24	1.25	
" " "	Kelton, Pa.	1.70	2.47	1.25	1.26	
" " "	Kempton, Pa.	1.69	2.44	1.24	1.25	
" " "	Oxford, Pa.	1.70	2.47	1.25	1.26	
" " "	Port Allegany, Pa.	1.58	2.20	1.21	1.22	
" " "	Providence, Md.	1.66	2.41	1.21	1.21	
" " "	Spring Creek, Pa.	1.56	2.16	1.20	1.21	
Blue Hen Farms	Wilmington, Del.	2.12	2.59	1.41	1.41	
Breuninger Dairies	Richlandtown, Pa.	2.20	2.44	1.24	1.25	
Centerville Prod. Coop.	Centerville, Md.	1.74				
Clover Dairy Company	Wilmington, Del.	2.07	2.59	1.41	1.41	
Delchester Farms	Edgemont, Pa.	2.15	2.80	1.29	1.30	
Duncan's Dairy	Springfield, Pa.	2.47	2.80	1.29	1.30	
Eachus Dairy	West Chester, Pa.	2.49	2.65	1.24	1.25	
Fraims Dairies	Wilmington, Del.	2.13	2.59	1.41	1.41	
Harbison Dairies	Brandtsville, Pa.	2.07	2.44	1.24	1.25	
" " "	Byers, Pa.	2.07	2.44	1.24	1.25	
" " "	Carlisle, Pa.	2.07	2.44	1.24	1.25	
" " "	Hurlock, Md.	2.01	2.38	1.21	1.21	
" " "	Kimberton, Pa.	2.07	2.44	1.24	1.25	
" " "	Massey, Md.	2.03	2.40	1.21	1.21	
" " "	Millville, Pa.	1.98	2.32	1.23	1.24	
" " "	Rushland, Pa.	2.07	2.44	1.24	1.25	
" " "	Sudlersville, Md.	2.03	2.40	1.21	1.21	
Harshbarger, J. E.	Altoona, Pa.	2.24	2.76	1.24	1.25	
Hendricks, Walter	Norristown, Pa.	2.32-2.42	2.80	1.29	1.30	
Hernig, Peter	Boiling Springs, Pa.	1.83	2.40	1.24	1.25	
Hershey Creamery	Chambersburg, Pa.	1.25				
Highland Dairy Co.	Chester, Pa.	2.47	2.80	1.29	1.30	
" " "	Doe Run, Pa.	2.08	2.65	1.24	1.25	
Hoffman's Dairy	Altoona, Pa.	1.75	2.76	1.24	1.25	
Johnson, J. Ward	Woodlyn, Pa.	2.47	2.80	1.29	1.30	
Keith's Dairy	Altoona, Pa.	2.215	2.76	1.24	1.25	
Martin Century Farms	Lansdale, Pa.	2.37	2.80	1.29	1.30	
McMahon, F. R.	Altoona, Pa.	2.18	2.76	1.24	1.25	
Miller-Flounders	Chester, Pa.	2.47	2.80	1.29	1.30	
Mt. Union San. Milk Co.	Mt. Union, Pa.	2.04-2.23	2.65	1.24	1.25	
Nelson's Dairies	Jeffersonville, Pa.	2.08	2.80	1.29	1.30	
Penn Cress Ice Cream Co.	Cresson, Pa.	1.73	2.76	1.24	1.25	
Scott-Powell Dairies	Clayton, Del.	1.89	2.42	1.21	1.21	
" " "	New Holland, Pa.	1.94	2.48	1.25	1.26	
" " "	Pottstown, Pa.	1.97	2.53	1.25	1.26	
" " "	Snow Hill, Md.	1.80	2.26	1.21	1.21	
Sheffield Condensed Milk Co.	Rising Sun, Md.	1.81	(\$1.81 for all milk in June)			
Stegmeier, Clayton	Tamaqua, Pa.	2.11	2.76	1.24	1.25	
Strickler Dairy	Huntingdon, Pa.	2.37	2.65	1.24	1.25	
Supplee-Wills-Jones	Bedford, Pa.	1.78	2.29	1.22	1.23	
" " "	Centerville, Pa.	1.70	2.16	1.20	1.21	
" " "	Chambersburg, Pa.	1.83	2.37	1.23	1.24	
" " "	Chestertown, Md.	1.84	2.40	1.21	1.21	
" " "	Duncannon, Pa.	1.87	2.44	1.24	1.25	
" " "	Hagerstown, Md.	1.79	2.31	1.21	1.21	
" " "	Harrington, Del.	1.84	2.40	1.21	1.21	
" " "	Huntingdon, Pa.	1.82	2.35	1.23	1.24	
" " "	Kennedyville, Md.	1.84	2.40	1.21	1.21	
" " "	Leaman Place, Pa.	1.90	2.49	1.25	1.26	
" " "	Lewistown, Pa.	1.83	2.37	1.23	1.24	
" " "	Mercersburg, Pa.	1.83	2.37	1.23	1.24	
" " "	Mt. Pleasant, Del.	1.84	2.40	1.21	1.21	
" " "	Nassau, Del.	1.82	2.37	1.21	1.21	
" " "	Princess Anne, Md.	1.78	2.29	1.21	1.21	
" " "	Red Hill, Pa.	1.90	2.49	1.25	1.26	
" " "	Townsend, Del.	1.84	2.40	1.21	1.21	
" " "	Waynesboro, Pa.	1.83	2.37	1.23	1.24	
" " "	Zieglerville, Pa.	1.90	2.49	1.25	1.26	
Sylvan Seal (Delaware only)	F. O. B. Farm	1.85				
Sypherd Dairies	Lyndell, Pa.	2.09	2.44	1.24	1.25	
Turner & Wescott	Glen Roy, Pa.	1.85	2.47	1.25	1.26	
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.10	2.80	1.29	1.30	
Ziegler Dairy Co.	Reading, Pa.	1.83	2.65	1.24	1.25	

Farewell Message

IT IS with sincere regret that I must write my last message to you as your general manager. I am pleased, however, that my new position with the Pure Milk Association in Chicago gives me an opportunity for even greater service, both locally and nationally, to the cooperative movement.

I have been your manager for three years. Problems facing us have, at times, been most complicated and difficult but I am proud of and thankful for the cooperation that I have received from the members, the Board of Directors and the employees of the Cooperative.

In my opinion your organization is on a sound footing. There is a sincere harmony

in the Board of Directors and among the employees and with the understanding that now exists throughout the entire organization the Cooperative will continue to make progress under the new manager. The Board has engaged another manager and it is my hope that you will give him your whole-hearted support.

The cooperative movement is the foundation of a prosperous agriculture and you should let nothing interfere with your support of every cooperative effort.

A. H. Lauterbach

Directors Met July 12

THE BOARD of Directors held its regular meeting at the offices of the Cooperative on Thursday, July 21, with all members present except S. W. Stearly.

A resolution was approved instructing the president to appoint a committee to develop plans for the 1938 annual meeting. Considerable discussion was given to the proposed level production plan which is covered more fully on page 12 of this issue.

A report was heard on the recommendations of the Pennsylvania Association of Cooperative Organizations on agricultural legislation to come before the next regular session of the legislature.

Cream Storage

Secretary I. R. Zollers reported on the amount of cream placed in storage as a result of the strike against Abbotts Dairies. A total of 3739 cans (50-pound) are now in storage, the cost of which was \$31,569.44. The last cream was placed in storage on July 5. In this connection it was reported that Abbotts Dairies have recovered a high proportion of the wholesale business and a fair amount of the retail business lost because of the strike.

Secretary Zollers reported on the membership of the Cooperative by districts and called attention to a resolution passed at an earlier meeting of the Board of Directors relative to those members from whom no commissions are being obtained. The Board recommended that such

members be notified of this fact by letter and that, unless other arrangements can be made which are satisfactory to the member and to the Cooperative's management, such members would be dropped at the discretion of the management.

The resignation of A. H. Lauterbach as general manager, effective as of September 1, was officially presented to the Board by H. W. Wickersham, chairman of the Executive Committee. The resignation was accepted with regrets. The Board thereupon heard the report of the Executive Committee relative to filling the vacancy thus created and recommended that O. H. Hoffman, Jr., be appointed as general manager and that a committee of two be appointed to interview Mr. Hoffman, with authority to offer him the position of general manager. This motion received the unanimous endorsement of the Board of Directors.

President Welty appointed directors A. R. Marvel and H. K. Martin to wait on Mr. Hoffman and this committee reported back later in the day that Mr. Hoffman had accepted the position of general manager, effective on September 1.

Price Cut Rejected

The directors were advised that representatives of the Philadelphia milk dealers had informed the management of the Cooperative that those dealers felt it necessary to reduce the price of milk to producers to \$2.50 per hundred pounds of 4 percent milk. The dealer represen-

tatives also suggested that with the reduction in producer price the retail price of milk be reduced one cent per quart.

This matter was discussed at considerable length, the increased labor costs, taxes and other expenses of producers also being discussed. This was followed by a resolution stating that the directors recognized the increased costs faced by milk dealers but that the program advocated, if found sound, could not be put into effect without widespread and intensive educational work among producers and before such educational work would be possible the Cooperative must be furnished with complete composite financial reports and essential market information of milk dealers, such reports and information to be properly checked by capable, disinterested parties.

C. I. Cohee, president of the Philadelphia Inter-State Dairy Council, was called upon to give a report of Milk Month activities. He stated that cool weather during much of the period covered by Milk Month had tended to reduce the effectiveness of the campaign, resulting in only a moderate increase in sales.

Terms of Seven Expire

Secretary Zollers reported that the terms of Directors S. W. Stearly, J. Milbourn Wheatley, H. K. Martin, J. D. Reynolds, E. H. Donovan, H. W. Wickersham, and B. H. Welty, in districts 1, 4, 7, 9, 12, 15 and 25, respectively, will expire at the time of the 1938 annual meeting and that local plans must be developed for the election of a director in each of those districts.

A Page For Inter-State Women

Cooperation Starts In Home and School

By Mrs. Marion F. McDowell, Specialist in Child Training and Parent Education, New Jersey State Extension Service.

IN A PRIMARY class, this spring, in Maryland, a group of children have run a cooperative of their very own. By means of it they have purchased their candy and fruit, and even some gum. Their marbles and tops, their extra pads and pencils, all have been secured at a saving. They have declared one dividend, too, and thus have enjoyed the first fruits of their own united effort.

Similarly, at one time a progressive group of youngsters in a 4-H club in New Jersey have purchased their poultry supplies cooperatively and, as a result, accumulated a balance in their treasury of several hundred dollars. Probably there are many more clubs and classes doing likewise in our various states.

Early Learning Important

Such experiences are not forgotten. They help to form attitudes and from these attitudes we derive our estimates of value. Keenly felt values give us our goals and help us live through discomfort without quitting as we struggle toward them. In other words, they help us make sacrifices in the present for the sake of gains in the days ahead. Being able to do this is one of the signs of growing up, of progressing toward intelligent control of our actions or behavior.

Those primary children in Maryland and in that 4-H club in New Jersey, through experiencing the benefits of cooperative endeavor, acquired an attitude and learned some values that will stay with them, that should influence their relationships with other people in years to come.

What may those values be? The most obvious, yet perhaps the least important, has been mentioned, namely, the financial saving they achieved, the additional goods they were able to purchase. But there were undoubtedly other gains which we are very apt to overlook. One of these was the satisfaction of being in friendly relationship with one another. Working on a worthwhile undertaking with a group of like-minded people is one of the most

enjoyable experiences in life. There is stimulation in "thinking out" a plan, in making each little bit of contribution, in feeling our own strength increased as we add it to the strength of others. We enjoy and we need companionship with other people.

We are not only social creatures, but we are lonely souls as well. There never was and never will be another who is our exact duplicate. This separateness, or isolation, makes us feel slightly afraid, uncertain, in need of encouragement and support. To become part of a group gives a feeling of confidence which is wholesome.

Of course, it is possible to go too far along any line. The "spoiled child" is not likely to be a good cooperator. He has had too much experience in having things go "his way", not enough in sensing and respecting the needs and rights of other people. He needs more opportunity to learn to "give in". He will benefit immensely from the experience of working with others of equal strength and ability, on a project that appeals to him strongly enough to keep him from giving it up. Grown-ups outside the family are apt to be impatient with such a child, blaming him for behavior for which he is really hardly to blame, since it has grown out of the type of treatment he has met. Probably in the group of child-cooperators in Maryland there were some children who required particularly skillful handling by the teacher. No doubt she had to aid them not only in modifying their own behavior, but in getting the other children to accept them as part of the group as well.

Each Child An Individual

If there are some children who cannot cooperate because they have too much self-assurance, there are others for whom it is difficult because they are inwardly terrified. Children of this type, and adults, too, often put on a bold front. They unconsciously try to cover up their lack of inner confidence by aggressive outward behavior. Thus a three-year-old whose attention has constantly been called to the virtues of her older sister, and to the charms of neighbor children, now bites or strikes any child who comes to play with her. It is possible that this child, like many others, may actually be suffering from lack of affection. She probably needs more attention, rather than less; more praise rather than much scolding; more of the feeling of being loved than of the feeling of being naughty. If confidence in herself and in her world (which at that age is chiefly her parents), could be increased, her

ability to cooperate would probably increase also.

Long before three, however, the attitudes essential to true cooperation begin to be learned. For instance, as soon as the baby is able to put his or her own arm into the armhole while being dressed, an attitude develops. The way the adult approaches the matter makes a great difference in the child's response. Are we hurried and impatient? The child grows as tense as we are, and begins to resist. Are we calm, but firm, in regard to everyday necessities?

Cooperation is a composite. It is made up of various qualities. Self-interest is involved. So is recognition of the interests of others. Pleasure in being part of a group is an element. Satisfaction in being an independent, freely cooperating individual is present, also.

"Sharing" Is Cooperation

Cooperation is frequently spoken of as equivalent to "sharing". First experiences in sharing took place within the home and the most important, as has been suggested, is sharing in the affection of both father and mother. To give each child in the family the feeling of sharing equally is essential if wholesome development is to take place and a cooperative person develop.

In a different field, provision of play equipment that makes sharing both natural and pleasant is a valuable aid. A swing, sand-box, slide, blocks, games and bicycles all contribute toward making shared experiences agreeable. Several relatives or several families might well cooperate in buying such equipment for it is expensive. Its value, however, far exceeds its cost.

Planning household tasks in a way that gives each a share but avoids monotony; planning tasks together so that children will not feel forced, are other excellent methods. As children grow older their part in the planning should steadily expand. Additional suggestions are obtainable in bulletins published by the Cooperative Extension Service.

In the last analysis, however, children who live daily with parents and relatives who are sensitive, sympathetic and generous; children who live in a home where living is truly a shared and enjoyed experience, are being exposed to the influences that are most potent in developing attitudes that will make cooperation in later years a natural form of behavior.

In spite of the fact that we live in a world where competition reigns, belief in the modifying influence of the cooperative attitude is growing. What the home and the school do now to encourage its development in children will determine largely how effectively this attitude can operate in the future to change some of the ills from which our society suffers.

Dairy Council Enters New Field

WITH ALMOST every type of group in the community represented in the local promotional campaign of the Philadelphia Dairy Council, one of the few comparatively unreached groups has this year been given special emphasis—that of the parochial schools.

As a result the Council is able to report that 84 of the 129 parochial schools in Philadelphia have received milk programs. In addition, programs have been arranged in 6 orphanages, 2 day nurseries, 4 settlement houses, and 3 high schools, all of these educational institutions being under direct Catholic supervision.

The success in bringing the Dairy Council message to such an extensive portion of the parochial educational system has been in a large measure due to winning the interested support of the Diocesan Superintendent who at a meeting of his supervisors last fall particularly recommended the value of the Dairy Council program. Later in the year one of the Council's programs was presented to an audience which included His Eminence Cardinal Dougherty who took the opportunity to endorse the purpose of increasing the use of milk by school children.

As a result, it is felt that a real foundation has been laid, this year by the Dairy Council, on which can be built the same type of effective education for better nutrition, especially as regards milk drinking, which has been carried forward for many years through public school channels. Many forms of milk drinks compete today for popularity among young people. And the net result spells, for the future, not only much as regards the health of growing boys and girls but also an increasing market for milk in this milk shed.

Have You Heard?

Have you heard that the New Jersey State Museum at Trenton, has loaned films and lantern slide lectures supplied to them by the Dairy Council, a total of 238 times during the past six months. And these were shown to audiences totaling 15,702 people?

—That illustrated lectures are supplied by the Dairy Council to the Commercial Museum in Philadelphia, where they are available for distribution throughout Eastern Pennsylvania?

—That Dairy Council posters numbering approximately 82,000 have been displayed in factories,

department stores, office buildings, and schools during the past year?

—That factories having 417,856 employees, regularly receive posters from the Dairy Council and constantly display them on their bulletin boards?

—That the Dairy Council is producing during the present month, sixteen new posters for use in schools and industrial plants during the coming year?

—That Robt. McKinley of the Dairy Council delivered his lecture entitled "Health Notes" to forty-nine business men's luncheon clubs throughout the Inter-State territory during the past year?

—That a teaching project designed to be used for the teaching of the scoring of diets, has been supplemented by the publication of an adult diet booklet making it suitable for women's clubs, Parent-Teachers associations, and other groups of adults interested in scoring diets? This diet scoring, because of the mass of material included, is not offered free but is sold at \$.50 a set.

Ford Named U. S. Marshall

J. Leslie Ford, Newark, Delaware, was recently named by President Roosevelt as U. S. Marshall for Delaware. Mr. Ford is well known to many Cooperative members, being a delegate from the Newark Local and a member of the Wilmington Marketing Committee. He is also active in the Grange and has been a member of the Delaware Legislature.



This is Dairy Dell, the milk bar (milk and milk drinks exclusively, with wafers) which is being operated on Central Pier, Atlantic City, by the South Jersey Inter-State Milk Market.

Efficiency Is Increasing

Pennsylvania dairy farmers are doing a better job than they did 20 years ago, or even 10 years ago, according to the summary of Dairy Herd Improvement Association work in Pennsylvania for 1937, recently released by I. O. Sidelman of Pennsylvania State College.

According to his report the first such association in the state, organized in Chester county in 1910, showed an average annual production per cow of 234.5 pounds of butterfat. In 1921 the average of 5764 cows on test was 266.4 pounds. In 1931 the average for 27,548 cows tested in this manner was 313.8 pounds of butterfat, while by 1937 the average production had been raised to 337.9 pounds. In 1937, 47,145 cows were tested in 91 associations.

The goal for individual herds in this testing work is to attain an average production for the year of at least 300 pounds of butterfat per cow. This goal was exceeded in 84 of the 91 associations, while 1352 herds throughout the state which were tested by these associations exceeded this average production.

Reports from the association testers showed that 6914 cows were disposed of for reasons other than dairy purposes. Leading in the reasons for disposal were low production, abortion, udder trouble, sterility, death, accident, old age, and tuberculosis, in the order named.

The successful cooperative must heed the wisdom of Joseph—during its seven years of plenty it must prepare for the seven years of lean, by building up and carefully conserving an adequate reserve fund.

Pro and Con of Milk Control Discussed

THE PLACE of milk control agencies in milk marketing was a subject of live interest at the fourteenth annual American Institute of Cooperation held at Pullman, Washington, recently. Prominent in the discussions was Harry Polikoff, Deputy Attorney General of the State of Pennsylvania, who handles most of the legal work for the Pennsylvania Milk Control Commission.

It was the consensus of those present that public milk control can only supplement and can not replace the cooperatives in controlling milk markets.

The trend toward milk control is as inevitable as the growth of the cooperatives themselves, according to Mr. Polikoff, who asserted that there is no longer a doubt that a definite field exists in which control agencies and the co-ops will exercise their powers in the public interest.

"There is unquestionably a place for some type of public control in our milk markets," declared another speaker, B. B. Derrick, secretary-treasurer of the Maryland and Virginia Milk Producers Association. "But regardless of what advances are made in government regulations, the cooperatives will still remain the only real source of protection to dairy farmers."

More Flexibility Needed

"Public control at present," Mr. Derrick affirmed, "is too unwieldy and not sufficiently flexible to meet changing conditions in a market. Conditions in any milk market can turn upside down overnight. Hearings and court proceedings are too slow, and carry with them too much adverse publicity and unpleasantness to meet effectively arising market problems."

"On the other side of the ledger, public control has considerable to be said in its favor. The matter of price equalization is of immense importance."

A. E. Engbretson of Astoria, Oregon, secretary-treasurer of the Lower Columbia Cooperative Dairy Association, voiced the belief that cooperatives and milk control agencies alike must keep the public advised concerning the industry, and termed public education as one of the greatest needs of the dairy industry today.

"I am convinced," Mr. Engbretson said, "that milk market control by a public agency cannot succeed for any great length of time if it is based on the theory that the control

board must deal directly with each producer as an individual and act as his guardian in the execution of its duties. There is a real need for strong, well-managed cooperative organizations in the markets under public control."

"One of the factors which headed us for milk control," Mr. Polikoff told the dairymen, "was the concentration of milk in the hands of a few dealers more easily than the concentration of milk in the hands of the farmers dealing with those milk dealers. This unfortunate fact was intensified by the unfortunately large degree of non-membership in cooperative associations in many markets, plus marketing conditions resulting from higher concentration of population."

Probably the greatest power of milk control agencies, he stated, is to assist milk dealers to reduce the

costs of extravagant competitive practices and inefficiencies. As far as the dealers are concerned, milk control carries with it a hope of continuing the milk distribution business as a private enterprise.

A proper function of milk control agencies, according to Mr. Polikoff, has been the supplying of adequate accounting to the milk business. This is especially true as it applies to intra- and inter-company transactions of large milk dealers. In addition, the auditing power granted by law to such agencies was described by Mr. Polikoff as a means of obtaining data for the findings of fact in support of price orders. He recognized this work as relatively new and in need of further development.

Special mention was made of the protection which would be afforded the producers and all dealers who are interested in a stabilized market which would be afforded by rigid, impartial enforcement of the dealers' bonding law. Such a law would remove much unfair competition from within the milk distributing business.

Twenty years ago. This picture sent by Luke Martin, Goodville, Pa., shows Director H. K. Martin's children going for a ride on their 1918 model, one horsepower family bus.



Buying Habits Change

"The buying habits of milk consumers have changed materially during the past seven years," Robert M. Wellwood, vice president of Sheffield Farms Company told Cornell University students. He says that there has been a decided movement toward store milk, with more consumers carrying the milk home instead of buying it from wagons.

Referring to the experience in New York City, he stated that this was caused by reduction in the buying power of the public and to the demand for a low price bottle milk following the prohibition of loose milk (dipped from cans) in 1933.

The sales of milk by his company to stores was very small in 1930 and has now grown to be a large part of the business.

Annual Meeting—November 17-18.

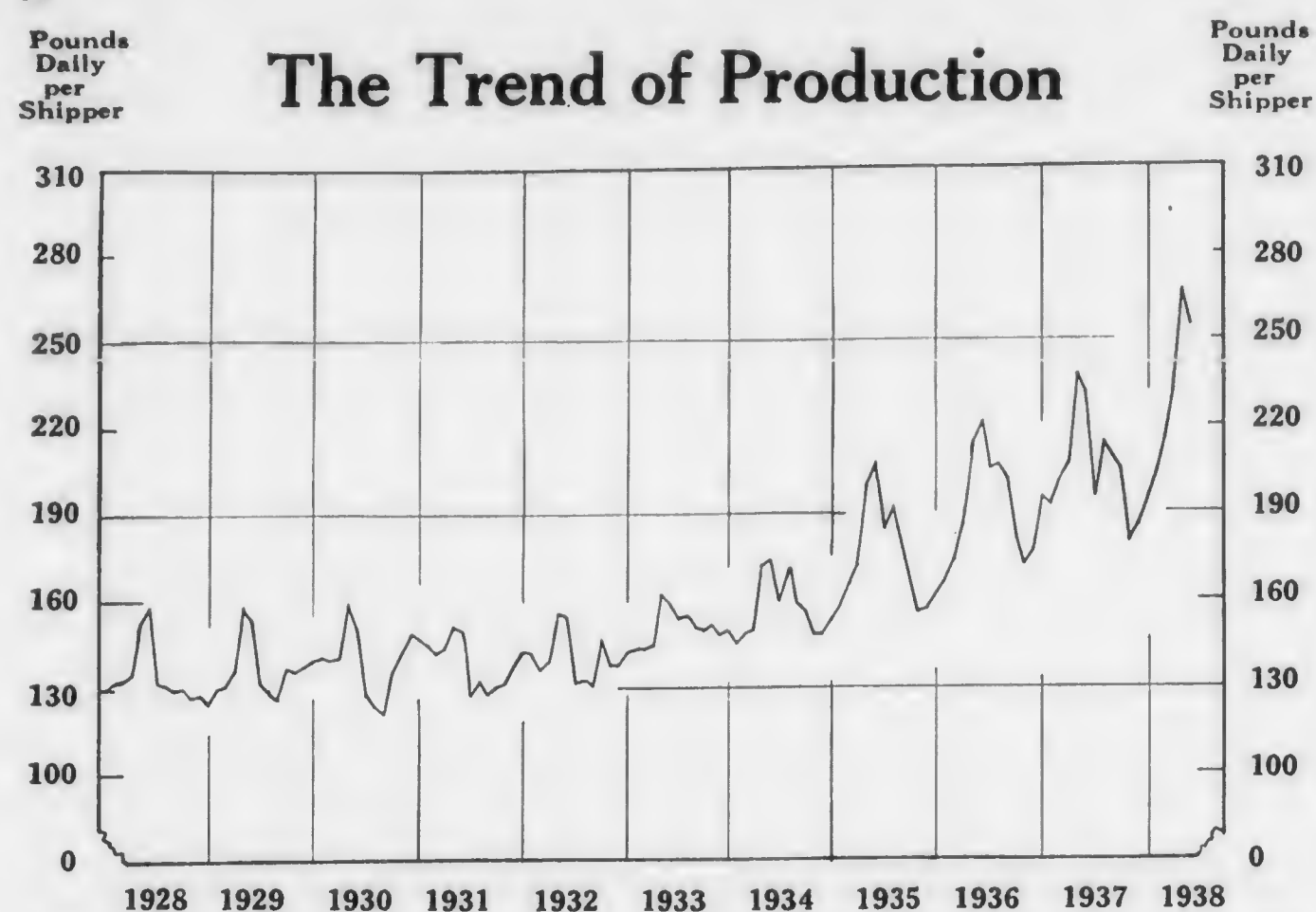
Sam Siller was the fattest man in our town. One day he met Jim Flanigin, who was pronouncedly bow-legged. Says Sam to Jim:

"Well, I see you been ridin' th' barrel agin."

"Yep," says Jim, "but that was before you swallowed it."

The progress of the Bang's testing program in this country shows that almost 9,000,000 cattle are under supervision, with 766,000 on the waiting list for test on July 1. Pennsylvania had 429,000 under supervision and slightly over 200,000 awaiting test on that date. Maryland had 94,000 under supervision and 21,000 awaiting test, while in Delaware the figures were 18,000 and 2,700. New Jersey has 8,600 under supervision. Wisconsin leads the country with 977,000 under supervision and another 71,000 awaiting test.

The Trend of Production



THIS chart shows the average number of pounds of milk received every day from each producer each month from January, 1928, through June, 1938. The data is based on production figures of milk distributors supplying approximately two-thirds of Philadelphia's milk.

It will be observed that the average daily production of each producer in November, 1937, was 180 pounds, while in May, 1938, this had jumped to 267 pounds. Some producers kept their production fairly uniform, which means that others allowed their production practically to double within six months' time.

Much of the reason for the low Class I percentages (except as influenced by curtailed sales due to striking deliverymen) which have struck such a heavy blow to milk prices the past few months is found right in this chart. Two other factors have also helped reduce our average prices—the lower price for butter, which has pulled down the price of Class II and Class III milk, and the price reduction which became effective in May. The effects of both these causes, however, are made worse by the terribly uneven production we are now facing and which was farther out of line with consumer demand this spring than at any time in the past 18 years.

Start Now to Get Level Production Plan For Next Year

RECOGNIZING that production has been becoming more and more uneven each year, thereby reducing the producers' prices during the heavy production months, the Pennsylvania Milk Control Commission issued an order late in June permitting the establishment of plans which will encourage producing milk more uniformly. This order, No. B-4, states that "A milk dealer and his producers may establish a system of level or uniform milk production in accordance with the milk requirements of the said dealer under the following terms and stipulations." This plan then outlined follows, in many respects, that recommended by your Co-operative and discussed at the local meetings held last fall and at numerous other meetings since that time.

The housewife uses a fairly uniform amount of milk throughout

the year, thereby making a uniform demand for milk. This level production plan is designed to help those producers who produce in line with that need of the market.

The plan is not compulsory except in such instances as where three-fourths of all producers supplying a dealer vote in the affirmative on the plan, in which case quotas will be established for all producers.

A second provision states that if a portion of the producers supplying a dealer desire to do so and if agreeable with the dealer, an optional plan may be adopted whereby producers may go on a quota basis or continue on straight utilization basis as at present.

Under the order as issued it is necessary for producers supplying a dealer to work as a unit. Of two or more dealers who may be operating in the same market and buying milk in the same community

one may adopt the quota plan and the others continue on the straight utilization plan, or the producers supplying such dealers may make similar choices.

The producer who supplies a uniform amount of milk throughout the year under the proposed plan will benefit financially. His Class I each month will be based upon his quota and will not be affected by excessive production of other producers supplying his dealer. In this manner he can regulate his production to a uniform level and will know quite accurately as to the price he will get for his milk. The plan will also induce other producers who now have irregular production to level out their production so as to stabilize their prices throughout the year.

The plan will avoid low Class I percentages for the level producer and with that will avoid the low prices caused by the uneven production of other producers.

A New Quota Each Year

A new quota will be made for each producer each year and that quota will be based upon the production during the previous year. The plan for determining quotas provides that the entire year's production be used and if any months exceed that producer's average for the year by too great an amount an adjustment will be made on the production figures for those months and the quota calculated according to the adjustment. This in no way affects the amount of milk a person may produce and sell but it determines the amount of quota on which Class I percentages will be based. Except under unusual circumstances any production in excess of quota will bring Class II or Class III prices.

The method of determining the quota as outlined in the order follows:

"The production of each month of the last calendar year shall be taken, the production during the twelve months totaled and divided by twelve. If any of the first nine months are more than ten percent over the monthly average production, then the monthly average production plus ten percent shall be substituted for the actual production for each such month. If any of the last three months are more than twenty percent over the monthly average production, then the monthly average production plus twenty percent shall be substituted for the actual production for each such month. Add each of the monthly figures so adjusted and the actual production for all other months of the twelve months period, and divide this figure by twelve. The resultant figure is the monthly quota for the producer for

(Please turn to page 13)

Secondary Markets

WILMINGTON

The supply of milk in the Wilmington area has increased recently due to the good pastures which resulted from the recent rains. Some distributors have asked the producers supplying them to raise more veal calves and not to buy cows at present in order to help the situation.

A new market committee will be elected at an open meeting of shippers supplying the Wilmington market on Thursday, September 15. The committee consists of nine members and the by-laws require that at least 18 be nominated. The nominating committee meets on August 18 and any suggestions for committeemen should be made to some member of that committee before that date.

The nominating committee consists of Clarence Buffington, Chadds Ford, Pa.; Victor Kohl, Middletown, Del.; Julian Laws, Newark, Del.; Jas. Parsons, Landenberg, Pa.; and Fred Samendinger, Elkton, Md.

SOUTH JERSEY

The Dairy Dell on Central Pier, Atlantic City, which has been operated by the South Jersey Inter-State Milk Market since late in June, has shown a steadily increasing business. Sunday, July 24, was the second largest day's business to date, in spite of a rainy, unpleasant day. The Dairy Dell seems to meet a real demand judging by the repeat customers it is winning.

With the pick-up in business at the shore markets a lot of milk that did not previously have a satisfactory market has been placed. Milk that would have been left on the farm by one dairy was separated and the cream sold, thus saving the market for all producers. Several new members have been signed recently and a constant improvement in attitude and interest among producers has been noted.

The Executive Committee held its regular July meeting at the WPG broadcasting studios on Steel Pier, Atlantic City, with the committeemen observing the broadcast by Mrs. Ethel Rattay, which includes spot announcements featuring the Dairy Dell. A. H. Lauterbach talked to producers and consumers as a part of this broadcast program.

The regular business meeting was held following the broadcast and the families of the committeemen

participated in the afternoon program which wound up with a picnic lunch on Steel Pier over the water.

A souvenir postcard, reminding people of the Dairy Dell, has been sent to members in South Jersey and is being distributed in Atlantic City. The third issue of the South Jersey Market news letter is now in the mails. This service is meeting a most favorable response.

Level Production Plan

(Continued from page 12)

the following year, except as provided hereafter in particular cases."

The plan, as outlined in the order, will prevent an individual from "loading" the market in certain months in order to get an abnormally high quota and it will protect the producer who may suffer misfortune and unusually low production for the two or three months that might be used in determining the quota. Both these defects in the old basic-surplus plan are avoided in this level production plan by using every month of the year in determining the quota.

It is suggested that producers who are interested in going on a quota basis call local meetings of shippers supplying the same dealer for the purpose of discussing and developing plans for taking advantage of this order. The order provides that the dealer may, upon petition from five percent of the producers supplying him, take a poll of all his producers upon the question: "Shall a uniform monthly quota be established for Class I utilization of milk?"

It is evident that the producers supplying any one dealer must get behind the demand for a quota plan in order to assure favorable action. It is important that this action be taken at an early date in order to overcome any difficulties or delays that might be experienced in getting the necessary cooperation from all parties.

Overheard on the street corner: Sweet Young Thing: "There goes Bill Jones, the purchasing agent. He drives an awful bargain."

Second Sweet Young Thing: "I know it. I was riding in it last night."

To get things coming your way it is first necessary to go after them.

It's the banana that leaves the bunch that gets skinned.

PICTURE CONTEST

Open to:

Members of Inter-State and Their families

Prizes:

One dollar for each contest picture used on inside page
Five dollars if picture is used on front page

Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others on its merits
Description of picture (brief)
Identification of sender



MURDER MADE EASY FREE

Kill bacteria on contact with FREE SAMPLE B-K POWDER

Makes 20 gallons of death!

Keep your bacteria count down this summer. Sterilize with B-K Powder. 50% available chlorine. Kills bacteria on contact, at any temperature. B-K is non-corrosive to your equipment. Fast, sudden, and sure death for bacteria. Guards your profits for 1/6 of a cent per gallon. Approved by health authorities.



GENERAL LABORATORIES, Div. Penn. Salt Mfg. Co.
1011 Widener Bldg., Philadelphia, Pa.
Send FREE SAMPLE B-K Powder to

Your Name & Address.....

IMP

Consumption Down Slightly, Too

Producer prices dropped \$.10 per hundred pounds at Kansas City; Kansas; Knoxville, Tennessee; and Fort Worth, Texas. The home delivery price in Lansing, Michigan, was cut 2 cents per quart, which will probably mean a considerable reduction in the producer price.

Federal purchases through the Federal Surplus Commodities Corporation have undoubtedly given some relief to the dairy products storage situation. More than 8,000,000 pounds each of butter and dry skimmilk were purchased during the 10 months ending May 1.

The only safe way to destroy your enemy is to make him your friend.

The man who waits for just the right time to start never gets anywhere.

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of June, 1938:

Butterfat Tests.....	4634
Plants Investigated (first half June).....	23
(second half June).....	34
Farm Calls.....	1096
Non-Farm Calls.....	293
Herd Samples Tested.....	499
Brom-Thymol Tests.....	120
Microscopic Tests.....	45
Membership Solicitation Calls.....	273
New Members Signed.....	41
Local Meetings.....	2
Attendance.....	88
Committee Meetings.....	6
Attendance.....	69
Other Meetings.....	10
Attendance.....	298

Pay by Test, Jersey Producers Request

New Jersey representatives of the Inter-State Milk Producers' Cooperative appeared before the New Jersey Board of Milk Control at its public hearing on July 22 and asked for establishment of milk prices according to the butterfat content of milk. H. T. Borden, manager of the South Jersey Market, asked that a price be set for higher testing milk that would be in keeping with the higher cost of production. It was pointed out that with the present price of \$2.76 per hundred pounds of 3.5 percent milk the Grade B producer is paid 78.87 cents per pound of butterfat, while the producer of 4.5 percent milk is paid 70.23 cents per pound of butterfat and 5 percent milk returns 67 cents per pound.

Requests from producers in New Jersey also favored adjusting retail prices according to the butterfat content of the milk, suggesting that Grade B milk testing more than 3.7 percent butterfat sell at an extra cent per quart. Some producers went further and asked that B milk testing more than 4.2 percent should sell at 2 cents above the milk testing under 3.7 percent.

In the face of the demand from some quarters that the retail differential on Grade A milk be reduced, it was brought out forcibly that the present differential should be maintained because of the extra cost of producing and processing Grade A milk. Instances were cited where the Grade A market disappeared when the price margin between Grade A and Grade B milk was reduced.

A group of North Jersey dealers asked that the producer price of Grade A milk be reduced to \$2.76 and Grade B milk to \$2.53 per hundred pounds. The dealers, in making this request, called attention to the rich pastures and abundant feed crops.

The Board is taking the requests of the various groups under consideration but as yet no announcement is available.

A recent report from the Farm Credit Administration states that there are now 3,270,000 members of farmers' marketing and purchasing cooperatives in this country. This is an increase of 520,000 since 1926. Twostates showing outstanding gains are Illinois, which almost tripled its membership, and New York, which doubled its membership in the ten-year period. The five leading states in cooperative membership are Illinois, Minnesota, New York, Iowa and Wisconsin.

Owner of famous herd uses our spray and gets more milk



H. G. Cobb, herd manager of Yates Farms, Orchard Park, N.Y.—whose Holsteins have won well over 800 ribbons in the last ten years—writes us:

"We have used Gulf Livestock Spray for the past several years, and its performance has consistently exceeded the claims made for it. The increase in our milk production has more than defrayed our stock spray cost."

Increase your herd's milk production by using Gulf Livestock Spray. It will keep your cattle quiet in pasture and at milking time—help them make more milk.

CUTS SPRAY BILL! J. D. Woodson, of Amesbury, Mass., who has 80 head of Holsteins, tells us: "Of all the stock sprays I have used, Gulf Livestock Spray is the most economical." A small amount of Gulf Livestock Spray gives complete protection!

Gulf Livestock Spray kills blood-sucking flies, lice, ticks—repels stable and horn flies. One spraying lasts all day.



IT'S NOT HARSH! Gulf Livestock Spray is so mild, despite its effectiveness, that you can gargle it without hurting the tender membranes of your throat. It never blisters or irritates an animal—and it gives the coat a blue-ribbon bloom.

DOESN'T TAIN MILK!

Carl Copeland, Warsaw, N. Y., manager of the Browndale Farm's fine herd of Registered Jerseys, declares: "We sell Certified Milk. Your spray, being odorless, does not affect it."



SATISFACTION GUARANTEED OR YOUR MONEY BACK



5-gallon usable pail, \$4.95
Gallon can, \$1.19

Also 30 and 55-gallon drums

FREE! Farm and Ranch Bulletin, No. 1, of the Gulf Research and Development Company: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs and Cats." Write Gulf Petroleum Specialties, Pittsburgh, Pa.

GULF LIVESTOCK SPRAY

Inter-State Annual Meeting on November 17-18. Plan to attend.

Back of every business that keeps up with the times is an individual who keeps ahead of them.

INTER-STATE Milk Producers Review

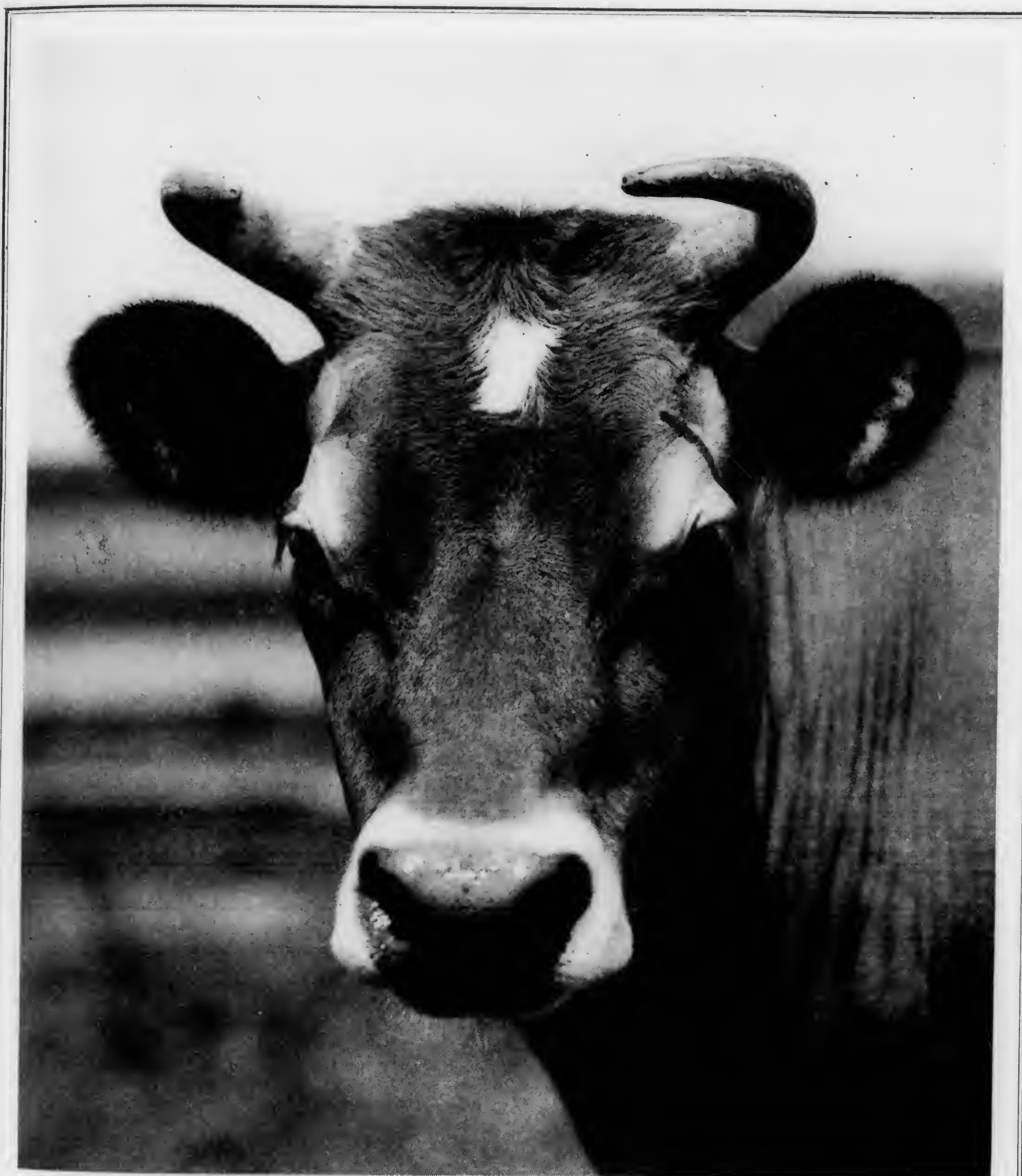
ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' CO-OPERATIVE

Vol. XIX

Philadelphia, Pa., September, 1933

No. 5

Library, Cornell University, Dept. of Agr. Economics, Ithaca, N. Y.



The Foster Mother of the Human Race

Control Commission's Order A-29 Adjusts Milk Prices

THE PENNSYLVANIA Milk Control Commission issued on August 5, a new price order (A-29) covering the Philadelphia milk marketing area, the order becoming effective on August 16. This order replaces Order A-17 and the emergency order issued in May which made certain changes in Order A-17.

The principal price change in the new order is a reduction in the Class I price from \$3.00 per hundred pounds of four percent milk to \$2.98. The Class I price, under Order A-17, had been \$3.08 per hundred of four percent milk.

The price formula on Class II milk was continued on the same basis as in the emergency order in effect since May. This price is 4 times the average monthly price of 92-score butter at New York, plus 20 percent of that amount and plus 25 cents per hundred pounds of milk. Effective on September 16, the formula will be changed so that 37 cents will be added rather than 25 cents, thus restoring the same formula that was in effect under Order A-17.

The formula for Class III is changed slightly under the new order. The price per hundred pounds of milk in this class is now the average price of 92-score butter at New York times the butterfat test, plus 5 cents, instead of plus 3 cents as under the emergency order. Effective on September 16, this formula will be increased by another 5 cents per hundred pounds, also restoring the Class III price at that time to the same formula as was contained in Order A-17.

Suburban Differential

Another change in the order provides that milk delivered to dealers' plants lying outside of Philadelphia, but within 25 miles of City Hall, Philadelphia, as measured by the most direct route used generally for milk transportation, shall be 10 cents less per hundred pounds than the prices for the same classifications of milk delivered f. o. b. Philadelphia. This change has long been demanded by dealers whose plants are located in the suburban areas but has been protested by dealers operating in Philadelphia.

The new price order was written on the basis of data presented at the State hearing held in Philadelphia in March and the joint Federal-State hearing held in March and

April. Data presented at those hearings has been further checked by investigators and in announcing the order the Commission stated that the cost figures of 13 dealers handling 95 percent of Philadelphia's milk were included in the study.

The prices as issued were based upon costs and earnings of the milk dealers and, according to the Commission, will return the milk dealers an average of 7.3 percent on investments. The return on the basis of total sales will be a slightly smaller percentage. It was also stated by the Commission that the prices as set in the order will permit the 7.3 percent return if paid on all milk received by the dealers, including that coming from outside of Pennsylvania, as well as from points within the state.

The investigation of the Commission showed that during 9 months costs of the milk dealers, including those manufacturing ice cream, will

exceed the cost for the first 9 months of 1937 by \$1,227,236.65. The greatest items in the increased costs consisted of higher wages and social security taxes, these totaling \$941,622.18.

No change in retail prices was included in the new order.

Dealers File Petition

A petition filed by several Philadelphia dealers requested that they also be allowed a 10-cent lower producer price in all classes for that part of their milk which was sold in suburban areas. This is estimated as about 20 percent of their total volume. The Commission, in answering this petition, asserted that any such change would not be fair to producers and if it were granted the price paid for milk used within Philadelphia should be increased by 4 cents per hundred pounds, thus preserving the balance on profit returns.

Producers Approve New York Marketing Plan

EFFECTIVE September 1, a Federal-State milk marketing program will start operating in the New York Metropolitan area. The plan was put to a vote of all producers supplying the New York market on August 15-18-19-20 and the result of the vote shows that more than 70 percent of the producers affected favor the plan.

The Federal order was signed by Secretary of Agriculture Henry A. Wallace and approved by President Roosevelt. This order will regulate interstate shipments of milk, while the new State order will put into effect the same regulations on milk moving within New York State. More than 60,000 dairymen will have their prices stabilized under these concurrent orders, while 700 milk dealers also will be bound by its provisions.

The price of fluid milk, Class I, for the month of August through March is set by the order at \$2.45 per hundred pounds, fob the 200-mile zone from New York City. The April through July price would be \$2.20. Prices of Class I milk will fluctuate according to butter prices, the prices quoted being based on a

New York butter market of between 25 and 30 cents.

The appointment of E. M. Harmon, AAA Marketing Specialist, as Market Administrator, was announced at the time of the approval of the order. Mr. Harmon has served with the AAA for the past four years, most of the time as field representative in the northeastern region, including the New York area.

In discussing what this order can do, F. R. Wilcox, director of the Division of Marketing and Marketing Agreements in the AAA, states, "The program cannot control production of milk, and it cannot regulate dairymen as producers. Neither can it take over their milk-selling job, nor fix prices to consumers."

"All the government can provide is the necessary legal machinery. Cooperation among dairymen, and between producers and handlers is essential to make the machinery operate in the best interests of dairymen, handlers and consumers."

It's better not to know so much than to know so much that ain't so. —HUBBARD

Greetings to the Cooperative

Cooperative Managers are no different from other men. They fall generally into two classes—those who feel they have real jobs, even though there are some headaches, and those who feel they lead dogs' lives. I prefer to be in the first class. To that end I am going to try awfully hard to do three things:

First, to keep you members, your Board of Directors and your officers fully and truthfully informed—on both good news and bad. Second, to preserve a relationship of respect and

friendliness between the Cooperative and those with whom it does business. And finally, to see that it does business on the same realistic basis that any other successful concern must.

And to you who have selected me to become part of your official family I want to express my appreciation.

O. H. Hoffman

Pennsylvania 4-H Event Hits New High

The 18th annual 4-H Club Week at Pennsylvania State College, Aug. 10-13, attracted approximately 1150 boys and girls from 57 counties, according to A. L. Baker, State Club Leader.

One of the outstanding events of the program was the dairy demonstration contest which was won by the 4-H demonstration team from Lycoming county, consisting of Joseph Waltman and Clifford Wentzler. This team was coached by Robert H. Rumler, county agricultural agent. Six teams participated in the contest, the others representing Cumberland, Potter, Clarion, Washington and Tioga counties.

Each of the six teams demonstrated some phase of handling milk so as to guard and preserve its natural high quality. Several of the demonstrations emphasized the necessity of proper cleaning and sterilizing of the dairy utensils. The actual work was demonstrated and the reasons for the practices shown were explained to the audience.

The winning team will receive an all-expense trip to the National Dairy Show in Columbus, Ohio, in October, the expenses for the trip being awarded jointly by the Interstate Milk Producers' Cooperative, the Pittsburgh Dairy Council and the Dairymen's League Cooperative Association.

In individual honors for proficiency in conducting their demonstration, Helen Konhaus, Mechanicsburg, Cumberland county, won first award, with Junior Stahlman, Clarion county, and Joseph Waltman,

Lycoming county, second and third respectively.

This is the second year in which dairy demonstrations were a part of State Club Week; a marked improvement in both the number of counties represented and in the effectiveness of the demonstrations was noted as compared with a year ago.

The dairy cattle judging contest was won by the Washington county team, consisting of Edwin Walker and Harold and Hobart Swart. Seventeen teams participated. In individual honors Robert Baker, Carlisle, and Samuel McCulloch, Newville, both from Cumberland county, placed first and second respectively among the 51 contestants.

The best man doesn't always make the most noise.



Contestants, coaches, supervisors and judges of the Pennsylvania State 4-H Dairy Demonstration Contest, held at State College, August 11. Winning team members are first and third from right end of back row.

Seek Farm Hauling Facts

A Division of Transportation, as authorized in the Farm Act of 1938, has been established in the Bureau of Agricultural Economics of the U. S. Department of Agriculture. The work of the division will include assembling of basic data on transportation rates by rail and truck, volume and movement of traffic in agricultural commodities, transportation charges and practices and their effect upon agriculture, and the preparation of economic briefs and other specific documents necessary in the prosecuting of complaints before the Interstate Commerce Commission.

Character is what nature has engraven in us; can we then efface it?

Annual Meeting—November 17-18

INTER-STATE MILK PRODUCERS REVIEW

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401 N. Broad St., Philadelphia, Pa.

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SECONDARY MARKET MANAGERS

- Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, Co-op Bldg., Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Complaint Issued Against Oleo Manufacturer

The Federal Trade Commission announced on August 27 that it was issuing a complaint against Best Foods, Inc., for misrepresentation of their Nucoa oleomargarine. The complaint charged that this company published illustrations showing Nucoa oleomargarine colored yellow in imitation of butter and advertised it as being "churned in fresh, pasteurized milk."

The complaint charges that this company's product is not made from

whole milk as one might believe from its advertising. It also states that their oleo is represented as a fit food for children and that it and butter are equally delicious and nutritious. The complaint charges that these claims are untrue and that the company's misrepresentations are in violation of the Federal Trade Commission Act.

This instance supports the statements made in the article appearing on another page of the REVIEW which was written before receipt of this information from the Federal Trade Commission.

Price Tables On 4% Basis

With the September issue of the REVIEW the price tabulations which usually appear on page 7, are all made upon the basis of 4 percent milk. This change from 3.5 percent basis was made because the orders of the Pennsylvania Milk Control Commission are based upon 4 percent milk and it has been found that the average test of milk coming into Philadelphia is much nearer 4 percent than 3.5 percent, the former basis of the tabulations. One extensive "study" showed the average test of milk in the market to be approximately 3.91 percent.

It is believed that the new method of publishing price schedules will eliminate a certain amount of confusion and thereby will be more useful to the members.

Reports from members and others who have frequent contact with our membership indicate a great interest in these price tabulations and it is our desire to make them as useful as possible.

Grange Endorses Inter-State

The Chester-Delaware County Pomona Grange, at a meeting held at Concordville on August 18, endorsed the work of the Inter-State Milk Producers' Cooperative and its efforts in behalf of the dairy farmers of the region through the passage of a resolution recognizing it as the official representative of the Grange on dairy matters in that district.

This resolution followed an extensive discussion of dairy marketing problems. A committee consisting of Paul L. Coates, F. P. Willits and Clarence Kulp, was appointed to work with the Inter-State and the Milk Control Commission on dairy matters.

Plan to attend the Inter-State Annual Meeting on November 17-18.

MILK PRODUCERS REVIEW

Hoffman Greet Members With Letter

Your new General Manager, O. H. Hoffman, Jr., greets all members of the Inter-State Milk Producers' Cooperative for the first time with his short and frank letter on Page 3. We hope you read it.

This brief message gives you in few words the sound and straightforward spirit for which Mr. Hoffman is widely and favorably known.

Now that he is actively on the job all Cooperative members will have the opportunity, from time to time, to come in direct contact with Mr. Hoffman. But we must ask your patience. Remember, there is only one of him but there are 8500 of you members, most of you living in about 40 different counties and grouped into 22 Districts with a total of 116 Locals.

T. L. Haecker Dies at 92

With the death on August 12 of Theophilus Levi Haecker the dairy industry lost one of its noble characters. Professor Haecker, who was 92 years old at his passing, was commonly known as the "father of the cooperative creamery movement."

Born in Ohio in 1846, his family moved to Wisconsin in 1853, where he received his education. Following service in the Civil War he taught school, engaged in newspaper work and later became private secretary to the Governor of Wisconsin, serving in a similar capacity through many administrations. He joined the Minnesota College of Agriculture in 1891, where he continued on the staff as head of the dairy department until 1918.

Professor Haecker was one of three dairy figures honored by the National Cooperative Milk Producers' Federation in 1936 at its annual meeting in St. Paul. This was the same meeting at which our own F. P. Willits was similarly honored, together with Judge John D. Miller of Susquehanna, Pa.

Other honors bestowed upon Professor Haecker include his selection as one of the ten master minds of dairying in a pool of dairy educators and leaders conducted by the Dairy Farmer in 1928.

Silence is always safe, and is frequently the smartest thing we can say.

"Rastus, does yo' all know whi black hens am smarter dan white hens?"

"No. How come?"

"Kase black hens kin lay white aigs, but white hens can' lay no black aigs."

"Fawn at Dawn" is the title suggested for this picture by Mrs. Charles G. Miller, Chambersburg, Pa., who states it was snapped on their farm.



4-H Dairy Work Commands Interest

Interest in 4-H dairy demonstrations is showing a healthy growth throughout the area covered by the Inter-State Milk Producers' Cooperative. The Delaware State 4-H dairy demonstration, held at the Kent Sussex Fair, late in July, brought out a good representation, with six teams competing. These young folks did an excellent piece of work, most of them selecting some phase of "taking care of milk" as the subject of their demonstration.

The state demonstration contest for Pennsylvania was held in connection with 4-H Club Week at State College on August 11, and brought out six teams, as compared with four in 1937. The improvement in these demonstrations over a year ago was most gratifying and in every case the contestants "kept their feet on the ground" in developing and presenting their demonstrations. Here again the care and handling of milk on the farm was the general subject of their demonstrations.

The methods shown were practical and easily applied on any dairy farm, requiring only inexpensive equipment. Their demonstrations showed two fundamentals that must be followed in taking care of milk and milk utensils. One is a liberal use of elbow grease in the cleaning of utensils and the other is to do a good job every day.

The Maryland state demonstration contest will be held at the Timonium Fair on September 5, and advance reports indicate an excellent turn-out for the contest. Several teams have been training for weeks.

There can be only one state champion team each year—the winner going to the National Dairy Exposition at Columbus, Ohio. The other teams, as well as the winners, are available, however, for participation in the programs of dairy meetings and picnics. When

REVIEW readers plan programs for dairy meetings this fall, we suggest that you include a demonstration by a 4-H dairy demonstration team, if there is such a team in your county.

Jersey Producers Fete the Lauterbachs

Appreciation of the work of our retiring general manager, A. H. Lauterbach, was shown by the officers and delegates of Inter-State locals and the secondary market committee in the Trenton area. This group entertained Mr. and Mrs. Lauterbach at a dinner in mid-August, about thirty local people being present.

Mr. Lauterbach expressed his sincere appreciation of this tribute and also discussed very frankly some of the problems facing our milk markets and farm organizations. He urged business-like methods in all farm organizations and a fighting spirit among the members in backing up their own organizations.

New Jersey Board Increases Cream Price

Effective August 16, the price of Class II milk in New Jersey was increased from \$1.85 to \$2.00 per hundred pounds of 4 percent milk. This change restores 15 of the 35 cents which was taken off the Class II price at the beginning of the flush season last spring. Class II milk is that which is used for cream. The price applies f.o.b. the farm.

Prisoner: "Judge, I don't know what to do."

Judge: "Why, how's that?"

Prisoner: "I swore to tell the truth, but every time I try, some lawyer objects."

**Inter-State Annual Meeting
November 17-18. Plan to attend.**

These Folks Put Their Evenings to Work

One evening last winter the County Superintendent of Schools in Caroline County, Maryland, called in several business and farm leaders and told them their job that evening was, first, to listen; second, to give comments. In this group was a banker, three vocational agriculture teachers, the president of the Maryland Farm Bureau, an officer of the county Farm Bureau, a lumberman, an officer of the Grange, a farmer, the Inter-State field representative, the county agricultural agent, and the state supervisor of agricultural education.

The superintendent then outlined to them a plan for an evening class on agricultural subjects for young farm men from 18 to 25 years of age. No educational qualification was specified. A course of study was discussed which would cover 20 meetings in 10 weeks. The plan received wholehearted endorsement of the leaders present.

The course was started and 24 young men attended regularly. Subjects covered included soils, dairying, swine production, poultry production, and farm records. At the completion of the course certificates were awarded by the County Board of Education, the presentations being made at a banquet given the class by the local Rotary Club.

This experiment in education for young men in the in-between age, between high school and starting farming for themselves, proved unusually successful; plans are under way to continue it another year.

This is an activity which we feel could be inaugurated in every agricultural community in the country.

We Will See You At YOUR Local Meeting

Before another issue of the REVIEW reaches Cooperative members, several annual meetings of locals will have been held. These meetings are mighty important and we should like very much to see heavy turnouts at every one.

The discussions at these meetings are of interest to everyone on the farm whose welfare depends upon the milk check. We urge you as a member to bring to the meeting not only yourself but your wife and the boys and girls who are interested in dairying.

Programs will be arranged by the local officers, with the help of the field representative in the area.

It's a lot easier to keep a ball rolling than to start it again.

Prices Paid For 4.0% Milk By Philadelphia Dealers

Weighted Averages, July, 1938

Abbotts Dairies.....	\$2.23
Baldwin Dairies.....	2.50
Breuninger.....	2.71
Wm. Engel Dairy.....	2.82
Gross Dairy.....	2.63
Hamilton Dairies.....	2.71
Hutt & Kempf.....	2.52
Missimer.....	2.66
Mosebach Dairies.....	2.49
Scott-Powell.....	2.33
Supplee-Wills-Jones.....	2.33

Supplementary Notes To Price Table On Page 7

*All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

†Class 1A (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡July only.

The July average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

Class III Prices - 4.0% Milk

MARKET	JULY	AUGUST
Philadelphia (in Penna.)	1.07	*1.09 (avg.)
Philadelphia Suburban	1.07	**
Other Penna. Markets	1.14	1.15
Md. & Del. Stations	1.11	1.12
Wilmington	1.22	1.12

*August 1-15, \$1.08; August 16-31, \$1.10

**August 1-15, \$1.08; August 16-31, \$1.00

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, July and August, \$2.96; Class I Grade A, July and August, Grade B price plus butterfat and bacteria bonuses, or \$3.36.

Class II, July and Aug. (1-15), \$1.85

Class II, August (16-31), \$2.00

Class III, July, \$1.24; August, \$1.25

Suits Pending Against 14 Cincinnati Dealers

Bills of complaint seeking permanent injunctions against 14 handlers charged with violating the order regulating the handling of milk in the Cincinnati, Ohio, marketing area, are on file and waiting action in the United States District Court for the Southern District of Ohio, Western Division.

Suits were filed June 24 against three handlers in the Cincinnati marketing area. The court has scheduled these suits for hearing October 4. Suits against 11 additional handlers were filed July 18.

Administrative hearings were held

Classification Percentages—July, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class 1A	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	50	—	45	5	88% of Class I
Baldwin Dairies.....	72	—	9	19	59% of Prod.
Billman & Stegmeier.....	56	4	40	—	—
Blue Hen Farms.....	64.13	—	13.08	22.79	—
Breuninger.....	83	—	8	9	—
Clover Dairy Co.....	63.97	—	10.85	25.18	48% of Prod.
Eachus Dairy.....	81	9	10	—	—
Engel Dairy.....	88	—	12	—	—
Fraims Dairies.....	68.37	—	9.34	22.29	—
Gross.....	75	—	25	—	—
Hamilton.....	81.25	—	17.30	1.45	—
Harbison Dairies.....	73	—	12	15	68% of Class I
Harshbarger.....	66	9	25	—	—
Hernig.....	55	—	45	—	—
Hoffman.....	†33.4	6.1	60.5	—	—
Johnson, J. Ward.....	71.61	23.81	2.41	2.17	—
Keith's Dairy.....	60.74	5	5.50	28.76	—
Martin Century.....	*83.13	—	*16.87	—	76.73% of Prod.
McMahon Dairy.....	80.62	4.78	—	14.60	—
Meyers Dairies.....	70	—	30	—	86% of Prod.
Missimer Dairies.....	77	—	23	—	—
Mosebach Bros.....	70.92	—	7.83	x21.25	—
Oakland Farms.....	65	—	35	—	—
Penn Cress Ice Cream.....	39.6	1.8	58.6	—	—
Scott-Powell Dairies.....	56	—	42	2	61% of Prod.
Strickler Dairy.....	70	10	20	—	—
Supplee-Wills-Jones.....	57.66	—	33.13	9.21	80% of Class I
Sypherd's Dairy.....	73.1	—	14.6	12.3	—
Turner & Wescott.....	45	—	55	—	—
Waple Dairies.....	74.3	6.2	—	19.5	—
Wawa Dairies.....	72	—	19	9	—
Williamsburg Dairy.....	1-15, 91	9	—	—	—
	16-31, 89	—	11	—	—

NEW JERSEY

Norm

Cream

Excess

Abbotts.....	100	—	—	Balance
Castanea Dairy "A".....	80% of Norm	20% of Norm	—	Balance
"B".....	78% of Norm	22% of Norm	—	Balance
Scott-Powell.....	100	—	—	—
Suburban Dairies "A".....	70.5 of Norm	29.5 of Norm	—	—
"B".....	89.8 of Norm	10.2 of Norm	—	—
Supplee-Wills-Jones.....	100	—	—	—

*Martin Century paid July, Class I, 18.40% at \$3.00 and 64.73% at \$2.81; Class II, 3.73% at \$1.50 and 13.14% at \$1.46. (Prices for 4% Grade "B" milk, f.o.b. Lansdale.)
†26.5% bought at Altoona Class I price, 6.9% at Huntingdon Class I price.
xUsed in Class V, same price as Class III.

Feed Price Summary for August, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	August 1938 (\$ per T.)	July 1938 (\$ per T.)	August 1937 (\$ per T.)	% Change August, 1938 compared with July, 1938	% Change August, 1938 compared with August, 1937
Wheat Bran.....	25.74	27.25	33.00	-5.54	-22.00
Cottonseed Meal 41%.....	36.73	36.31	43.43	+1.16	-15.43
Gluten Feed 23%.....	29.99	30.17	37.16	-6.60	-19.29
Linseed Meal 34%.....	51.71	48.56	42.31	+6.49	+22.22
Corn Meal.....	30.62	31.00	46.48	-1.23	-34.12
Mixed Dairy Rations: 16%.....	30.64	30.06	36.65	+1.93	-16.40
24%.....	36.79	35.67	41.26	+3.14	-10.83
32%.....	39.60	38.57	44.39	+2.67	-10.79
Brewer's Grains.....	28.22	28.12	31.87	+ .36	-11.45

in Cincinnati on petitions filed by a group of handlers seeking exemptions from the order and a review of its provisions. The group of handlers includes the 14 defendants against whom complaints have been filed, and the Independent Cooperative Milk Association of Cin-

cinnati which has the handlers under contract.

The bills of complaint point out that the failure of the handlers to comply with the provisions of the order results in a lower blended price paid to all producers in the Cincinnati market.

September, 1938

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

July Averages and July and August Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in July	Class I Price July-Aug. 1-15	Aug. 16-31	Class II Price July	August
Philadelphia Dealers.....		see page 6	\$3.00	\$2.98	\$1.50	\$1.51
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$1.89	2.40	2.38	1.42	1.43
	Curryville, Pa.....	1.94	2.49	2.47	1.43	1.44
	Easton, Md.....	1.98	2.58	2.56	1.41	1.42
	Goshen, Pa.....	2.03	2.65	2.63	1.45	1.46
	Kelton, Pa.....	2.05	2.67	2.65	1.46	1.47
	Kempton, Pa.....	2.03	2.64	2.62	1.45	1.46
	Oxford, Pa.....	2.05	2.67	2.65	1.46	1.47
	Port Allegany, Pa.....	1.89	2.40	2.38	1.42	1.43
	Providence, Md.....	2.00	2.61	2.59	1.41	1.42
	Spring Creek, Pa.....	1.87	2.36	2.34	1.41	1.42
	Wilmington, Del.....	2.27	2.79	2.77	1.61	1.62
Blue Hen Farms.....	Richlandtown, Pa.....	2.40	2.64	2.62	1.45	1.46
Breuninger Dairies.....	Centerville, Md.....	1.99				
Clover Dairy Company.....	Wilmington, Del.....	2.26	2.79	2.77	1.61	1.62
Duncan's Dairy.....	Springfield, Pa.....	2.67	3.00	2.88	1.50	1.41
Eachus Dairy.....	West Chester, Pa.....	2.66	†2.85	†2.85	1.45	1.56
Fraims Dairies.....	Wilmington, Del.....	2.33	2.79	2.77	1.61	1.62
Harbison Dairies.....	Brandtsville, Pa.....	2.26	2.64	2.62	1.45	1.46
	Byers, Pa.....	2.26	2.64	2.62	1.45	1.46
	Carlisle, Pa.....	2.26	2.64	2.62	1.45	1.46
	Hurlock, Md.....	2.22	2.58	2.56	1.41	1.42
	Kimberton, Pa.....	2.26	2.64	2.62	1.45	1.46
	Massey, Md.....	2.23	2.60	2.58	1.41	1.42
	Millville, Pa.....	2.17	2.52	2.50	1.44	1.45
	Rushland, Pa.....	2.26	2.64	2.62	1.45	1.46
	Sudlersville, Md.....	2.23	2.60	2.58	1.41	1.42
Harshbarger, J. E.....	Altoona, Pa.....	2.50	†2.96	†2.96	1.55	1.56
Hernig, Peter.....	Boiling Springs, Pa.....	2.09	2.60	2.58	1.45	1.46
Hershey Creamery.....	Greencastle, Pa.....	1.45 1.50				
Hershey Chocolate.....	Shippensburg, Pa.....	1.40				
Highland Dairy Co.....	Chester, Pa.....	2.67	3.00	2.88	1.50	1.41
	Doe Run, Pa.....	2.28	†2.85	†2.85	1.45	1.56
Hoffman's Dairy.....	Altoona, Pa.....	1.98	†2.96	†2.96	1.55	1.56
Johnson, J. Ward.....	Woodlyn, Pa.....	2.67	3.00	2.88	1.50	1.41
Keith's Dairy.....	Altoona, Pa.....	2.32	†2.96	†2.96	1.55	1.56
Martin Century Farms.....	Lansdale, Pa.....	2.60	3.00	2.88	1.50	1.41
McMahon, F. R.....	Altoona, Pa.....	2.66	†2.96	†2.96	1.55	1.56
Miller-Flounders.....	Chester, Pa.....	2.67	3.00	2.88	1.50	1.41
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.06	†2.96	†2.96	1.55	1.56
Scott-Powell Dairies.....	Claymont, Del.....	2.08	2.62	2.60	1.41	1.42
	New Holland, Pa.....	2.14	2.68	2.66	1.46	1.47
	Pottstown, Pa.....	2.16	2.73	2.71	1.46	1.47
	Snow Hill, Md.....	1.99	2.46	2.44	1.41	1.42
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.10	(\$2.10 for all milk in July)			
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.33	†2.96	†2.96	1.55	1.56
Strickler Dairy.....	Huntingdon, Pa.....	2.53	†2.85	†2.85	1.55	1.56
Supplee Wills-Jones.....	Bedford, Pa.....	2.01	2.49	2.47	1.43	1.44
	Centerville, Pa.....	1.93	2.36	2.34	1.41	1.42
	Chambersburg, Pa.....	2.06	2.57	2.55	1.45	1.45
	Chestertown, Md.....	2.07	2.60	2.58	1.41	1.42
	Duncannon, Pa.....	2.10	2.64	2.62	1.45	1.46
	Hagerstown, Md.....	2.02	2.51	2.49	1.41	1.42
	Harrington, Del.....	2.07	2.60	2.58	1.41	1.42
	Huntingdon, Pa.....	2.05	2.55	2.53	1.44	1.45
	Kennedyville, Md.....	2.07	2.60	2.58	1.41	1.42
	Leaman Place, Pa.....	2.13	2.69	2.67	1.46	1.47
	Lewistown, Pa.....	2.06	2.57	2.55	1.44	1.45
	Mercersburg, Pa.....	2.06	2.57	2.55	1.44	1.45
	Mt. Pleasant, Del.....	2.07	2.60	2.58	1.41	1.42
	Nassau, Del.....	2.05	2.57	2.55	1.41	1.42
	Princess Anne, Md.....	2.01	†2.49	2.47	1.41	1.42
	Red Hill, Pa.....	2.13	2.69	2.67	1.46	1.47
	Townsend, Del.....	2.07	2.60	2.58	1.41	1.42
	Waynesboro, Pa.....	2.06	2.57	2.55	1.44	1.45
	Zieglerville, Pa.....	2.13	2.69	2.67	1.46	1.47
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.10				
Sypherd Dairies.....	Lyndell, Pa.....	2.27	2.64	2.62	1.45	1.46
Turner & Wescott.....	Glen Roy, Pa.....	2.00	2.67	2.65	1.46	1.47
Waple Dairies.....	Tyrone, Pa.....	2.48	†2.85	†2.85	1.55	1.56
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.34	3.00	2.88	1.50	1.41
Ziegler Dairy Co.....	Reading, Pa.....	2.00	†2.85	†2.85	1.55	1.56

Secondary Markets

SOUTH JERSEY

Several producers in South Jersey have changed markets during recent weeks and the signup of new members is progressing steadily. Several new members have been obtained without solicitation—the producers asking to join. The contracts of one group of producers will be accepted provided the dealer to whom they sell can be approved.

Two booths were established at the Gloucester County Grange Fair, Pitman, one being in charge of the 4-H Dairy Club and the other in charge of the WCTU. Milk, butter-milk, and chocolate milk were sold at both booths.

Several producer meetings have been held for the consideration of normal plans for 1939, and marketing problems.

The Dairy Dell milk bar at Atlantic City has enjoyed a growing volume of business and seems to have gained favor with the public. It has received favorable mention in the press on several occasions. Inquiries have come from several sources concerning Dairy Dell, showing interest in opening similar milk bars in other locations.

Herd tests have been made for several members and the surplus supply of some dealers has been separated, with the market manager selling the cream.

LANCASTER

Several educational meetings have been held recently for producers in the Lancaster market area, in order to discuss the Federal-State (New York) milk marketing agreement. Producers voted on August 20 as to whether they desired a Federal marketing order for New York.

The results of the vote for the entire New York milk shed showed that more than 70 percent of all the producers supplying New York City favored such an order and, therefore, it becomes effective September 1. It is hoped that this order will provide higher prices in the various classifications than have prevailed during recent months.

Some producers in this area have had trouble with unsatisfactory sediment tests. A dirty sediment test carries a penalty of losing the returns on milk for that day, with danger to repeated offenders of losing their market entirely. Precautions should be used during milking so as to prevent dust or any loose dirt from getting into the milk. Members who are experiencing trouble are urged to call the market

manager who will make tests on the farm and assist in correcting the condition.

TRENTON

The market situation in the Trenton area has continued on a fairly even keel during the past two months. In spite of a supply greatly in excess of the demand for fluid milk, plans have been worked out with cooperating dealers in the area to absorb the surplus and thereby keep the amount of distressed milk at a minimum. At this time additional producers are attempting to gain entrance to the Trenton milk market.

On August 9, Frederick Shangle, manager of the Trenton market, met a group of Future Farmers from the Lampeter, Pennsylvania, Vocational School and escorted them to the Walker-Gordon Farms at Plainsboro. Officials of the company welcomed the boys and took them for a tour around the farm. They saw the dehydrating plant in which green alfalfa is quickly converted into dry feed. The boys saw the rows of barns, each housing 100 cows, and the rotolactor where the cows are washed, dried, a strip cup used, the cows milked and the milk weighed in one continuous operation.

WILMINGTON

Of greatest importance in the Wilmington area at present is the unusually heavy production for this season of the year. Production is well above a year ago and has not dropped off from the spring flush as usually happens. Because of this situation, combined with the low prices for cream, butter and cheese, the Wilmington dealers met with your committee on August 1 and asked for a reduction of 20 cents per hundred on Class III milk for both July and August.

After prolonged discussion a compromise of a 10-cent reduction for July only was agreed upon. At another meeting held on August 25 the Class III price was reopened and, because the production situation had not eased up, it was finally agreed that the Class III price formula for August would be reduced 10 cents under July.

It was found that the outlet for this extra milk was limited because many of the farms producing it had not been inspected for Pennsylvania and New Jersey markets.

The nominating committee for the Wilmington Inter-State Milk Market met on August 18, to make nominations for the marketing com-



Harold and Roger Miller of Kennedyville, Md., are feeding the orphan lambs. Picture sent by Harold Miller.

mittee. A general meeting will be held on September 15, at which 9 members will be elected to the committee.

The following producers were nominated for consideration by members: J. Leslie Ford, Newark, Del., Hugh Harvey, Elkton, Md., Chas. B. Moore, Bear, Del., and Wilson Piereson, Hockessin, Del., shipping to Blue Hen Farms; R. T. Cann, Jr., Kirkwood, Del., shipping to Busy Bee Dairy; R. E. Bower, Chesapeake City, Md., Carl W. Feucht, Elkton, Md., H. Vaughn Ginn, Middletown, Del., Benj. W. Johnson, Bear, Del., Delmar E. Laws, Bear, Del., and J. Hazel Price, Warwick, Md., shipping to Clover Dairy Company; Peter Zeitler, Elkton, Md., shipping to Delamore Dairy, Inc.; Irwin Klair Marshallton, Del., Fred Martens, Elkton, Md., H. B. McDowell, Middletown, Del., and J. J. Rubincame Landenberg, Pa., shipping to Fraim Dairies, Inc.; E. Leland Pleasanton, Middletown, Del., and Harry Seemans, Odessa, Del., shipping to Sylvan Seal Milk Company.

Other nominations may be made from the floor. The by-laws provide that not more than three members of the committee shall be shipped to any one buyer.

Cecil County Get-Together

About 400 producers, together with their families and friends, attended the Inter-State picnic held at Port Deposit, Cecil county, Maryland, on August 20. The committee on arrangements, under the direction of Howard Brown, handled all details splendidly.

Speakers on the program included T. Alan Goldsborough, Maryland Congressman; John Mc Sparran, former Pennsylvania Secretary of Agriculture and former Master of Pennsylvania State Grange; A. Lauterbach, retiring general manager of the Inter-State Milk Producers Cooperative; and O. H. Hoffman, Jr., who will assume the duties of general manager on September

A Page For Inter-State Women

Group Discussion Plan

Valuable In Cooperative Movement

by Dr. S. L. Dodson, Extension Rural Sociologist, University of Maryland

BROADLY SPEAKING there are two kinds of cooperatives, those with an educational program and those without. In the main those with an effective educational program are happy and those without are unhappy. This applies equally to consumers and producers cooperatives. The question which naturally arises is, Why are cooperatives without an educational program unhappy?

The answer is that they are trying to build a useful and attractive structure, but without a foundation of understanding. Too often a wave of enthusiasm sweeps over a group of producers or consumers and a mushroom growth results which only develops into another corpse for the "coop" graveyard. A cooperative without an educational program is a structure built upon sand.

From the standpoint of procedure cooperatives may be divided into two kinds, first, those which build their educational foundation first and upon this their business superstructure, and second, those which try to build the business structure first, and educate later if and when convenient. Does not common sense indicate the first is more likely to succeed?

Understanding Comes First

Some may hold that a fundamental educational understanding and an efficient business can be built simultaneously. There is some truth to this statement. The danger arises however out of the business needing the reinforcement of an understanding of cooperatives before such understanding has had time to develop and bear fruit.

Cooperative experience indicates that education should precede business. On the other hand it must be freely admitted that cooperative endeavor cannot succeed by an understanding of the cooperative movement only. Both a fundamental understanding of the movement and business efficiency are indispensable.

The purpose in writing this article is to point out that the discussion group or circle is the keynote of cooperative education. Each passing year ascribes new value to the discussion circle as a technique of adult education. The discussion circle has stood the test of time and

experience in Nova Scotia, Ohio, Vermont, California, Virginia, Maryland and many other states, not to mention Denmark, Sweden, France and England. In fact in the Rochdale societies of England 2.5% of their net income is set aside for education which consists primarily of group study and discussion.

A Democratic Method

A well conducted discussion circle is thoroughly democratic and democracy is as essential to cooperatives as bread is to man. Cooperative democracy stands for one person one vote, all members sharing in the surplus-savings and no business secrets. There comes the time in the life of the new cooperative when it needs to be undergirded with the loyalty of its membership. Loyalty is based upon understanding. This understanding must rest back on an analysis of our present economic system which tells us why cooperatives are necessary for the common good. I doubt if a cooperative can be found which regrets the effort it has put into the education of its membership, but many are those who decry aloud their mistake of negligence in cooperative education.

Those operating without an educational program have not kept company with leaders like J. P. Warbasse and V. S. Alanne who continually point out (1) the two greatest enemies of cooperatives are lack of understanding and selfish privilege, (2) that cooperatives can advance no faster than people can be led to understand them and administer their business, (3) that cooperative education causes cooperative business and cooperative business is education in cooperation. Need Now Realized

In the last analysis the growth, the strength, the success and the permanency of cooperatives depends upon the amount of cooperative education that has penetrated the membership and transformed their social and economic thinking. It is believed that, in general, producers cooperatives have not realized, as much as consumers cooperatives, the necessity of a broad basis of understanding for the long pull ahead.

The discussion circle is necessary to cooperatives because it is an es-

sential preliminary to intelligent group action. You can't educate for action in large masses. The discussion circle is replacing mass education efforts. One of the best places for a discussion circle to operate is in your home or that of a neighbor. In such an atmosphere you will find congeniality, fellowship and enjoyment.

The program of the typical discussion circle as it is now functioning among the Farm Bureau membership of Ohio and Maryland consists of (1) a short business session, (2) a period of discussion under a discussion leader from among their own number, (3) a period of recreation followed by (4) light refreshments. More than sixty such circles have been formed in Maryland since March 1938 by the Farm Bureau. To date all these groups are active.

The Leader's Part

What does the discussion leader do? He is informal, friendly and a clear thinker. He endeavors to have everyone in the group make his or her contribution to the discussion. He holds his group to the question being discussed. Finally he closes the discussion before fatigue appears. A good time to close is when those in the circle still want to talk.

What does the discussion leader not do? First, he does not talk too much; second, he does not take sides on questions; third, he does not answer questions; and finally he has an enthusiastic interest in the question being discussed.

The place of recreation as an adjunct to cooperative education cannot be over emphasized. People old and young like to have a good time and the organization which makes a good time possible enjoys no small degree of loyalty from its members.

Men! This article is for you, too. Read it! Study it! Act on it!

Phil: "My wife asked me to take our old cat off somewhere and lose it. So I put it in a basket and tramped out into the country for about eight miles."

Ed: "Did you lose the cat?"

Phil: "Lose it! If I hadn't followed it I'd never have gotten back home."

Dairy Council Charts Help Students See The Value of Milk

"LET ME do it myself" is a plea of childhood which continues all through life, showing that young and old will more readily believe the answer if they work it out for themselves.

During the past year the Dairy Council published a set of food scoring material, prepared by Miss Frances Livingston Hoag, for the purpose of teaching children as well as their parents the value of food. A chart entitled "Start Your Score with Milk" shows the contribution made to the diet by one quart of milk. People can now see why milk has been called, "the most nearly perfect food".

This material has met with enthusiasm from teachers, nurses, and public health officials. One thousand six hundred and eighty (1,680) sets have already been sold. In the 1938 edition of "The Foundations of Nutrition", by Dr. Mary Swartz Rose, of Columbia University, mention is made of these food charts published by the Philadelphia Dairy Council.

From the fifth grade through college, and in parents' and adult groups they have proved interesting and valuable in teaching the value of proper food.

Do Own Scoring

That young people enjoy scoring their diets is shown by their enthusiasm. During a visit to one high school by a Dairy Council worker, a period was given to allowing the students to score a day's meals. With only slight supervision they conducted the study themselves. One girl offered the menu which she had eaten on the previous day. Another girl acted as scorekeeper and wrote the foods on the board. Cards showing the values of the individual foods were passed out to the class, and as each food was called out, the student holding the card repeated its food value. At the top of the blackboard was written what the girl required from her food to meet her daily needs.

After the meals were totaled, the class quickly saw whether or not the menu chosen by their classmate had been a wise choice.

Comparison of tea, coffee and milk—cinnamon bun and whole wheat toast—soda pop and milk, were easily made by the class.

Whenever a value was below normal, the class made suggestions as to correcting it. They quickly

came to the conclusion that unless they drank milk, they could not fulfill their calcium requirement.

An adult folder, created in answer to requests for adult meetings on food scoring, is just off the press. Meetings are being planned for

parents' groups, and any group of interested persons.

When children as well as their parents see for themselves the value of milk, it should result not only in healthier men and women, but also in greater milk consumption.



A doubleheader of beauty and baseball, picture sent us by Mary Margaret Lynch, Cochranville, Pa.

Avoid Utensil Trouble By Careful Cleaning

Reports from milk plants, inspectors and the Cooperative's field representatives indicate that a frequent problem confronting producers is proper cleaning of milk utensils. Many cans and milk pails are coated with milk stone and frequently these utensils are not properly tinned or have open seams.

Milk stone is usually the result of improper cleaning methods. The recommended procedure for cleaning a milk can or milk pail is to rinse thoroughly with cold or lukewarm water immediately after using. Next wash with hot water in which has been dissolved an alkali dairy washing powder. *Never use soap or any kind of soap powder in washing dairy utensils* as it will leave a slight film on the surface of the utensil. Another precaution is never to use a cloth. Use, instead, a stiff brush or a copper or bronze metal sponge.

Following a thorough washing and scrubbing with the brush or sponge, the utensil should again be rinsed in clear, hot water. Many producers follow this up with the use of steam or hot water sterilization, but a two or three minute exposure is advisable with live steam or boiling water. Because of the inconvenience and cost of those methods, many producers are now using chlorine steri-

lizers, rinsing the utensils with this solution, made according to manufacturers' directions, *immediately before using.*

The need for attention to the care of utensils in many sections is evident from the report given out by the health officials of one Pennsylvania city recently. An inspection of 2788 milk cans showed that only 1236 were approved. Retinning or soldering of seams was ordered on 695, cleaning and scouring was ordered on 706 and 151 were condemned as unfit for use.

Special "Fence" Batteries

With the growing popularity of electric fences a demand has developed for such fences which will operate from batteries. Three types of batteries may be used—the regular automotive battery, the hot-shot dry cells and the low discharge storage battery. The dry cells must be replaced every three or four months, the automotive battery needs rather frequent recharging, while the low discharge battery will give a comparatively long period of service on one recharge.

Aunt Kate—"When I was younger I could have married any man I pleased."

Little Junior—"Didn't you please anybody, Aunt Kate?"

1600 Persons Attend District 26 Picnic

A RECORD attendance of approximately 1600 is reported for the annual picnic of District 26, of the Cooperative, including Chambersburg, Mercersburg, Fulton Co. and Path Valley Locals. The picnic was held at Cowan's Gap on August 4, with E. C. Dunning, field representative, chairman of the committee on arrangements.

The principle speaker was I. W. Heaps, general manager of the Maryland Milk Producer's Cooperative of Baltimore. He emphasized the need of strong farm organizations for protecting farmer interests. Farmers have no other way of bargaining for fair prices except through cooperative enterprise, but he warned against the danger of expecting more than a reasonable price. He concluded by saying, "If you are not a member—get into the organization. If you are a member—be a better one."

George J. Hauptfuhrer, vice-president of the Supplee-Wills-Jones Milk Company, discussed several factors which are of mutual interest to both producers and distributors. Among these were reasonably uniform production and a stabilized market. He pointed out that a legitimate dealer much prefers a steady market which will permit fair prices to producers.

Lauterbach Speaks

A. H. Lauterbach made his farewell address to members in the District. He reviewed briefly the work that lies ahead for the Cooperative and urged the same loyal cooperation with O. H. Hoffman, Jr., who succeeds him, as he himself has received.

J. H. Knode, county agent, and a number of the vocational teachers of the county assisted with the program. Jack Bowers' Deboncers provided entertainment and numerous games and contests were planned to appeal to all groups. J. H. Kendall won the hog-calling contest for men and Mrs. Wm. Doyle won the husband-calling contest for women, while Mrs. Catherine Harness and Mr. Chas. Andrews won the watermelon eating contest for women and men respectively. Evelyn Picking, daughter of Harvey Picking of the Chambersburg Local, was awarded the purebred Guernsey bull calf donated by B. H. Welty, president of the Inter-State.

A large measure of credit for the success of the picnic is due merchants throughout the district who cooperated in boosting it and who donated prizes. The names of

merchants who cooperated in this manner follow:

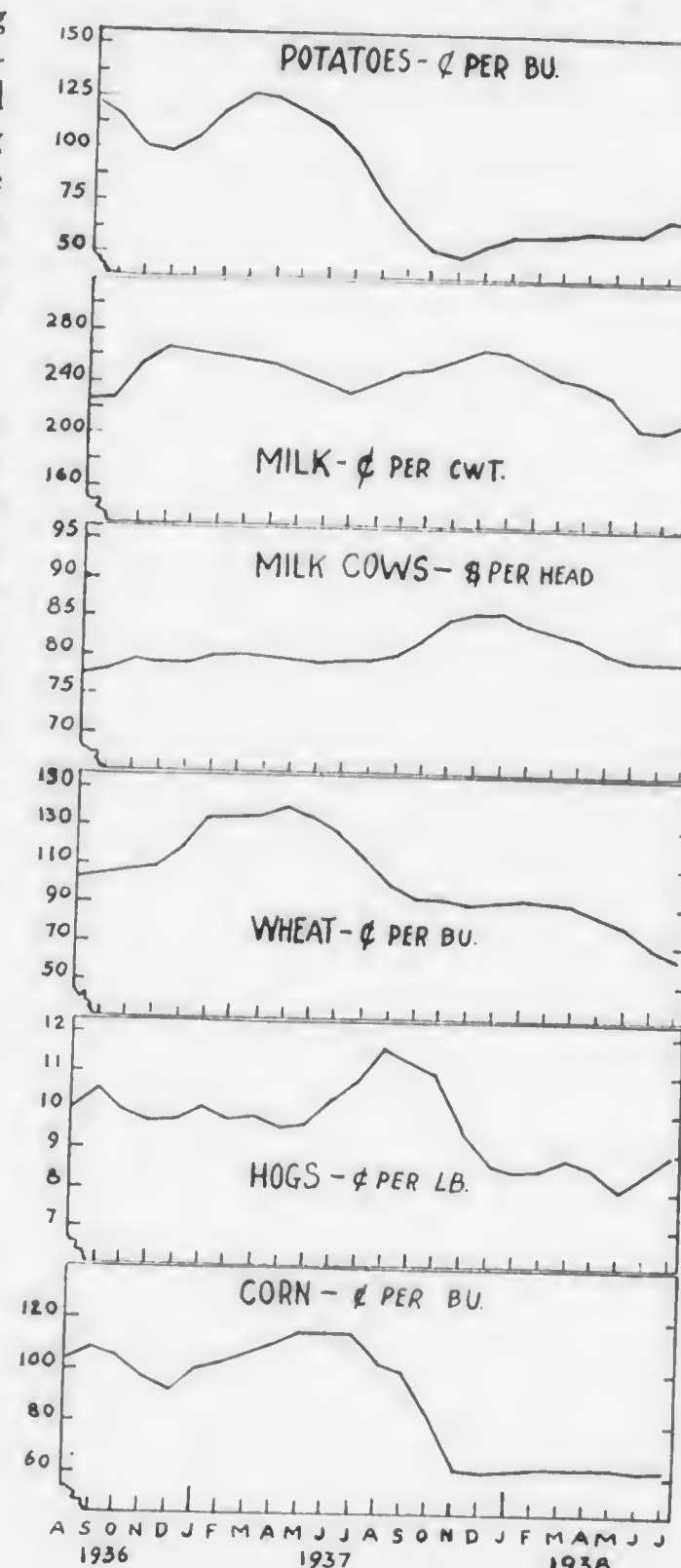
E. C. Crouse and E. W. Seibert, both of Spring Run, Pa.; B & C Garage, Morton & Harris, A & P Store, Parker Crouse, Comer & Glazier, Pen-Mar Store, Robert Fleming Garage, O & T Store, Lodge's Variety Store and Triangle Food Store, all of Mercersburg; Walker Bros., Chambersburg Implement Co., McCleary Oil Co., Enos H. Horst, Jr., C. E. Sheller, Chambersburg Grain Co., C. V. Cooperative Ass'n, Feed Store, C. V. Feed & Produce Co., Floyd R. Horn Service Station, Oliver Oil

Co., Schaal's Garage, and Slyder Corporation, all of Chambersburg.

W. L. Oyler, Phillip's Seed Store, Farmers Feed & Grain Co., J. F. Fallon & Son, Shaffer's Grocery, J. F. Snyder, Grossnickle Chevrolet Sales, Geo. L. Wolf, Harper Motor Co., Myers & Tritle, Walker's Drug Store and Farmers' Feed & Grain Co., all of Mercersburg.

Lemaster Elevator Co. and Maun's Garage of Lemaster; W. H. Gluck, Thomas C. Gift, Johnson's Garage, and C. Z. Moats, of Markes; C. L. Gish & Son and Ft. Loudon Mfg. Co., of Ft. Loudon; W. Gray Alexander of Willow Hill; B. C. Snider & Son, C. E. Ommert Garage, Roy Stouffer of Williamson; J. C. Barnhart, Stickell's Store and Springer Bros. Garage of Upton; J. F. Brinley, and J. Hays Robertson, Dry Run; Russell Kendall and D. E. Crouse of Webster Mills; Scotland Elevator of Scotland; and Cam Mellott of Cito.

Farm Price Trends



ing weather, plantings and the industrial situation.

The price of milk cows remained quite steady, there being about an \$8.00 range from the highest to the lowest, or a low which was 90 percent of the top figure.

The price of milk, even allowing for seasonal variations, showed only a 59 cent per hundred variation, the low being 78 percent of the high price.

On a similar basis, potatoes dropped to a low of 40 percent of the two-year high; corn leveled off this spring at a point only 53 percent of its highest price during two years; wheat struck a low which was just 47 percent of its two year high and hogs dipped to a point 69 percent of their highest price in the period.

Comparatively, therefore, milk prices in the Philadelphia market held up very well—much better than other farm products which compete for farmers' attention and effort.

Sweating gets one farther than swearing.

Date	92-Point Philadelphia	Solid Pack New York	Chicago
1	26	26 1/4	25 1/2
2	26	26 1/4	25 1/2
3	26	26 1/4	25 1/2
4	26	26 1/4	25 1/2
5	26	26 1/4	25 1/2
6	26	26 1/4	25 1/2
7	26	26 1/4	25 1/2
8	26	26 1/4	25 1/2
9	26	26 1/4	25 1/2
10	26	26 1/4	25 1/2
11	26	26 1/4	25 1/2
12	26	26 1/4	25 1/2
13	26	26 1/4	25 1/2
14	26	26 1/4	25 1/2
15	26	26 1/4	25 1/2
16	26	26 1/4	25 1/2
17	26	26 1/4	25 1/2
18	26	26 1/4	25 1/2
19	26	26 1/4	25 1/2
20	26	26 1/4	25 1/2
21	26	26 1/4	25 1/2
22	26	26 1/4	25 1/2
23	26	26 1/4	25 1/2
24	26	26 1/4	25 1/2
25	26	26 1/4	25 1/2
26	26	26 1/4	25 1/2
27	26	26 1/4	25 1/2
28	26	26 1/4	25 1/2
29	26	26 1/4	25 1/2
30	26	26 1/4	25 1/2
31	26	26 1/4	25 1/2
Average	26.00	26.25	25.50
July '38	26.09	26.12	25.39
Aug. '37	33.28	32.77	31.95

The above charts show price trends of important farm commodities during the past two years. It will be seen from a comparison of these six charts that feed crops—corn and wheat—have suffered rather severe decreases in price. The price of hogs has shown a similar sharp drop.

Potatoes showed a very severe price drop, a result of a combination of circumstances includ-

Oleo Interests

Seek to Evade Regulation

DAIRYMEN must be on constant guard against relaxation of oleomargarine laws. Attempts have been made in the past to amend these laws in a manner which would eventually destroy their effectiveness and we can look forward to a continued high-power and high-pressure attempt by oleomargarine interests to break down the present oleo laws.

The oleo interests have enlisted the aid of some southern newspapers in this fight and have also attempted to spread considerable misinformation about these laws. Their claims often appear logical and fair on the surface but when full facts are known those claims do not stand up as either fair or reasonable.

"Sectional" Bugaboo

One of the most frequent lines of attack is to call legislation a sectional issue and to say that it sets up tariff barriers between states. In this argument a strong appeal is made to the cotton section, with the distorted claim that the present laws re-act unfavorably against cotton producers. In making this statement they assert that if restrictive laws were removed from oleo a lot more would be sold, which would help the cottonseed oil industry.

A careful inspection of the facts shows that only a small proportion of all the cottonseed oil is or would be used in oleo manufacture. Even with the price of cottonseed oil at its present level there has been a substantial shift from this ingredient to imported oils and fats during the past two years for use in making oleo. At the same time, should the sales of oleo be increased substantially, there is no reason to believe that the cottonseed oil producers would get any large share of the increase, and they certainly would not get it if the price of that product were increased.

No mention is ever made by the oleo interests as to the enormous market for cottonseed meal and cottonseed cake used as an ingredient of dairy feeds. The value of this market has been shown to be vastly greater to the cotton grower than is the value of oleo as a market for cottonseed oil.

This attempt to make the public believe that oleo legislation is sectional appears to have value for political purposes. Unfortunately there are people of influence in the country who are not acquainted

with the facts and have taken up the argument on this basis.

When the full meaning and intent of the oleo laws are understood, it is recognized that these laws are really anti-fraud statutes—nothing else. It compels manufacturers of oleomargarine to sell their product for what it is and through the wording of the law and the very small tax of one-quarter cent per pound a constant and close check is kept upon all oleo transactions—thus preventing its sale as some other food—which of course would be better.

The history of the oleo industry shows that its manufacturers attempt to imitate butter in every possible manner. The law provides a tax of one-quarter cent per pound on uncolored (white) oleo and a ten-cent per pound tax on colored oleo, thus recognizing the right of butter to enjoy its own yellow trade mark. Oleo is made to taste as much like butter as possible, this being accomplished by churning the fats and oils from which it is made in skim milk—thus absorbing enough lactic flavor to resemble butter in taste. More and more oleo is being sold in packages exactly resembling in size and shape the standard packages for butter.

Tax No Sales Hindrance

The claim is frequently made that oleo is the poor man's spread for bread and that the tax is an unjust burden on the poor. The fact is that this small tax of one-quarter cent a pound is a protection to the poor because of the supervision it gives over the oleo industry, permitting authorities to check on the movements of the product and reducing, if not entirely eliminating, attempts to sell the product for something else. Were it not for the small tax which labels oleo for what it is, it is probable that the poor would be imposed upon many times more than the amount of this small tax.

The same basic ingredients are used in making our common vegetable cooking compounds as are used in making oleo. These compounds, however, are not put up in packages to imitate some other product. They are not colored and they are not churned in skim milk so as to acquire any lactic flavor. Pound for pound, these prepared cooking fats would constitute a cheaper spread than does oleo. Many of these cooking compounds

are made by the same companies as make oleo, but are sold for a much lower price and do not contain any "overrun" as does oleo, thereby providing more actual energy per pound.

Who Would Benefit?

The question is raised as to who would really benefit from the repeal or easing of oleomargarine laws. With the vast quantity of fats and oils available for making oleo and similar products it stands to reason that the producers of these raw products would not benefit, except in a very minor degree. The dairy farmer would not benefit but would stand to lose several cents a pound on butter. The elimination of the one-quarter cent per pound tax would be an insignificant saving to the consumer. This would leave only the oleo manufacturers to benefit through an easing of the laws under which they are now regulated.

The minister's wife, while calling on a member of the congregation, mentioned, with excusable pride, that her daughter had won the prize in a music recital.

Her listener at once showed her fellow-feeling.

"I can understand your pride," she said, "I well remember how pleased I was when our pig took the first prize at the agricultural show."

Report of the Field and Test Department, Interstate Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of July, 1938:

Butterfat Tests.....	4603
Plants Investigated (first half July).....	14
(second half July).....	16
Farm Calls.....	1317
Non-Farm Calls.....	458
Herd Samples Tested.....	495
Brom-Thymol Tests.....	430
Microscopic Tests.....	79
Membership Solicitation Calls.....	282
New Members Signed.....	73
Local Meetings.....	1
Attendance.....	90
Committee Meetings.....	16
Attendance.....	146
Other Meetings.....	12
Attendance.....	457
District Meetings.....	1
Attendance.....	120

Co-ops Must Cooperate For Greatest Success

Closer cooperation between farmer-owned creameries, particularly in their sales programs, was urged by dairy organization spokesmen at the 14th annual American Institute of Cooperation, held recently at the State College of Washington and the University of Idaho.

"Farmers' cooperatives have a big job ahead of them in avoiding destructive and demoralizing competition between themselves," warned G. A. Brown, manager of the Interstate Associated Creameries.

On the other hand, as was pointed out by W. G. Grimm, president of the Snohomish County Dairymen's Association, Inc., "consolidation of small manufacturing dairy cooperatives is a means toward reaping the benefits of mass production and large scale marketing."

The need for coordination between creameries in the middle west and the far west in order to improve the farmers' market was further stressed by Thomas G. Stitts, economist in charge with the Farm Credit Administration's dairy section.

Mr. Stitts also described the problem of hauling as "one of the most complex problems in the industry, and one that is serious in both areas. It bears directly upon the functioning of the cooperative, the control it has over its supplies, and the good will of the organization in the community. Uncontrolled hauling leaves much to be desired in the promotion of a sound cooperative program."

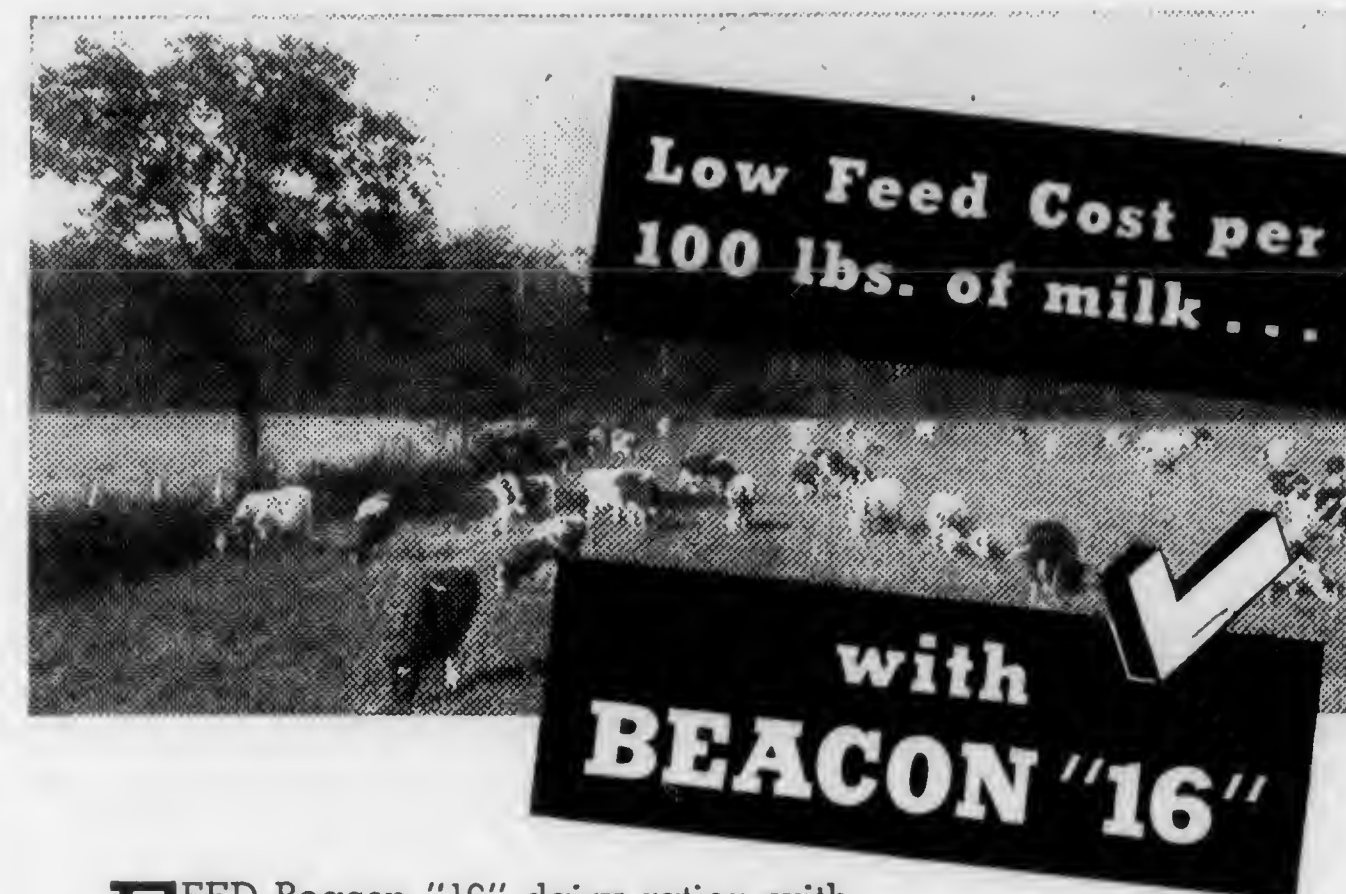
Non-cooperating dairymen were scored by W. H. Henry, general manager of the Dairy Cooperative Association of Portland. "Not content with the hitch hike they are getting while the cooperatives furnish the gas, oil and conveyance, they are even trying to destroy the conveyance itself."

M. M. Boney, general manager of the Whatcom County Dairymen's Association, stated that, "The marketing problems of manufactured milk products are legion, but the toughest of them all is quality. It is with you every step of the way, from production, transportation, processing, financing, marketing and consumption. But it also offers a major reward for its solution."

An old man at the theatre had dropped something, and the woman next to him asked what he'd lost. "A caramel!" said the old man much to the woman's surprise.

"You mean to say you're looking for a single caramel?" she asked.

"Ay," was the reply. "You see, my teeth's in it."



FEED Beacon "16" dairy ration with these roughages: good pasture, legume silage or high quality all-legume hay.

To most dairymen a 16 per cent ration has come to mean a cheap feed containing screenings, oat hulls or other filler ingredients with enough molasses to get the cow to eat it.

Beacon "16" with 4 1/4 per cent fat and less than 9 per cent of fibre is different. It has no fillers—is bulky, clean, palatable, nutritious.

Try Beacon "16" on your cows and secure high milk production with low feed cost. For sale by your Beacon dealer.

Beacon Dairy Rations are packed full of nutrients. They are especially made to round out the feeding plan on Northeastern farms. For full information write for a free copy of our dairy bulletin, "Profitable Dairy Management" or ask your dealer for one.

THE BEACON MILLING COMPANY, INC.

Cayuga, New York

Makers of a complete line of high quality feeds for cattle, poultry, horses, hogs, goats, game birds, rabbits and dogs.



BEACON Dairy Feeds

Even Production Is Best

An even production from season to season is highly desirable in a fluid milk market, according to studies made by Dr. Wayne Caskey, economist at the Illinois College of Agriculture. Supporting his stand he pointed out the following facts:

"(1) A relatively even production makes possible a smaller milkshed;

"(2) A relatively even production substantially reduces seasonal surplus in the milkshed;

"(3) A high seasonal surplus lowers the average price to producers.

"(4) One out of each four trucks now in use in the St. Louis milkshed would be eliminated if the seasonal production were materially reduced;

"(5) A wide seasonal production

of milk results in higher unit costs of country plant operation."

This summarizes very briefly the real advantages of level production and we feel that such advantages apply to the Philadelphia milkshed even more than they do in St. Louis where production costs are lower and manufacturing outlets are comparatively well distributed throughout the milkshed.

W. H. Sheaffer of Huntsdale was prominent among the winners at the Cumberland County Dairy Cattle Show. Not only did his Holstein herd sire win the grand championship for the second consecutive year, but one of Mr. Sheaffer's cows was milked by the winner in the champion milkmaid contest, Mrs. Russell Eberly drawing 14.6 pounds of milk in the allotted three minutes.

Milk Market Unsteady

MILK production in the Philadelphia market according to latest reports has shown practically no recession in many sections from the production peak witnessed in May. This situation has weakened the Philadelphia market by making supplies of milk and dairy products burdensome with the result that there is an abnormally small out-of-storage movement. The reasons for this situation undoubtedly arise from the fact that the weather during the early part of the summer as well as business conditions in Philadelphia were detrimental to ice cream sales, and production conditions in the territory have been so ideal that the fresh products kept replacing storage products.

Fluid milk sales in 136 leading markets of the United States in July were 8.63 percent below fluid consumption the same month of the previous year. Consumption in Philadelphia has undoubtedly shown a similar decrease. Payrolls of these reporting companies showed a 4.65 percent decrease and employment was down approximately 6 percent, according to the "Milk Industry Foundation".

Storage stocks of butter in the ten leading markets of the United States on August 27 were 128 million pounds, or 61 million pounds higher than on the same week day last year. These same markets report three million pounds more cheese in storage than a year ago. Evaporated milk supplies on August 1 totaled 389 million pounds or 162 million pounds more than a year ago, an increase of 71 percent. Stocks of condensed milk were nearly five million pounds greater on August 1, 1938. The United States average price paid by evaporators to producers was \$1.16 per hundredweight for 3.5 percent milk in July, 1938, or 1 cent per hundredweight more than in June, but 30 cents less than in July, 1937. Dry skim milk in storage was 60 million pounds on August 1, 1938, compared to 43 million pounds one year earlier. Stocks of dry whole milk were three million pounds higher this year, while stocks of dry butter-milk were approximately the same as a year ago.

Production of creamery butter in July, 1938, was 184 million pounds which was 13 million pounds or 7 percent more than July, 1937. Production of American cheese was up seven million pounds this July over the production of 54 million pounds of July, 1937, a percentage increase of 13.

Fluid milk prices in the Philadelphia market are down 2 cents per hundredweight on Class I milk effective August 16, while the price of Class II is to be increased 12 cents per hundredweight on September 16 and the Class III price to be increased 5 cents per hundredweight on the same date, according to Order A-29 of the Pennsylvania Milk Control Commission.

August prices in other markets show considerably more strength than has been the case in previous months. However, some price reductions have been recorded. A decrease of 42 cents per hundredweight, effective August 11, for Springfield, Illinois, was the largest reduction for the month. Class I price for San Diego, California, was down 32 cents. Kansas City, Missouri, and Kansas City, Kansas, Class I prices were 15 cents per hundredweight lower. Lexington, Kentucky, flat price is also down 15 cents. Retail prices were reduced in San Diego and Lexington.

Importation of cheese for June, 1938, the latest available data, was approximately 500,000 pounds less than the amount imported in June, 1937. During the same month 95,000 pounds of butter came into this country from abroad while 223,000 pounds were imported in June, 1937. Butter imports dropped from 9,600,000 the first half of 1937 to only one million pounds the first six months of 1938. Exports of butter this June were over three times greater than in June, 1937. Exportation of cheese and evaporated milk showed a slight increase, while the exportation of condensed milk was considerably lower. Exports of dry milk in July, 1938, were 800,000 pounds greater than in July, 1937.

Butter prices have been very stable during the past month. This is undoubtedly due to the purchase program of the Dairy Products Marketing Corporation which has been buying tremendous quantities of butter in order to stabilize the price at what is considered a fair level. The price of New York 92-score butter has remained unchanged at 26.25 cents a pound since July 18.

According to a recent AAA release the Dairy Products Marketing Corporation is now authorized to buy up to 75 million pounds of butter in an effort to stabilize the price. Between July 16 and August 19 that organization had purchased 43 million pounds of butter.

Cream prices for Pennsylvania and Newark approved cream for

the week ending August 27 averaged approximately \$13.25 per can (40 qt.) of 40 percent cream, equivalent to \$1.61 per hundredweight of 4 percent milk. However, cream with only Pennsylvania approval was bringing \$12.50, or approximately \$1.52 per hundredweight of 4 percent milk. Cream prices, according to brokers, have dropped about \$1.00 per can the last few days, making a price equivalent to about \$1.40 per hundredweight of 4 percent milk. This drop, they state, is due to the present tremendous production in the Philadelphia milk shed, giving distributors a heavy surplus beyond their needs which is dumped on the market as cream at a price that will give some immediate return. During the week ending August 20, 1,687 cans (40 qt.) of 40 percent cream came into Philadelphia from Wisconsin, another 233 from New York and 200 cans from Indiana. Only 2902 cans came from states comprising our own milk shed.

Feed prices in August in Interstate territory are a trifle higher, for the most part, than in July, but still from 10 to 30 percent lower than August, 1937. Bran and corn meal continued the downward price trend while cottonseed meal, linseed oil meal and mixed dairy rations were up from 1 to 6 percent. For further information see table on page 6.

Farm income in the United States for 1938 will be lower than a year ago, according to government reports. For the period of July to September, a total farm income of about two billion dollars is expected this year compared with 3.2 billion dollars for 1937. This is a drop of approximately 13 percent.

Employment in Pennsylvania declined 3.2 percent from June to July, 1938, according to the United States Department of Labor. This was chiefly in coal mines, factories and foundries. The amount of payrolls, however, decreased 10.6 percent. Employment in New Jersey was up .4 percent and payrolls up .8 percent.

Those Little Extras

That mean so much in making life worthwhile come a lot easier when there is a regular milk check. That makes you, Mrs. Inter-State Member, interested in everything, including the Cooperative, that will protect that steady income.

An income is what one can't live without or within.

No "Cure" for Bang's

Farmers should beware of any drugs, chemicals, cures or other products which are claimed to be effective in treating Bang's disease. A statement issued by the United States Department of Agriculture asserts that no drug or combination of drugs has yet been found effective in the treatment of this disease. Results of recent tests of two alleged Bang's disease remedies confirm previous experiments.

The tests which were conducted by trained investigators of the Federal Bureau of Animal Industry and the University of Wisconsin showed the products to be of no value as either preventatives or cures. Chemical analysis of the alleged remedies also failed to disclose any ingredients likely to have any beneficial effect in combating the disease.

Although no drug or medicinal compound has proved to be effective against the disease, steady progress is being made by systematic testing of herds, the removal and slaughter of diseased animals, and maintenance of proper sanitary conditions. This work is conducted cooperatively by cattle owners, State livestock officials, and the Bureau of Animal Industry, U. S. Department of Agriculture. In addition, officials engaged in control work report promising results from calfhood vaccination and, in some cases, from the use of approved methods of segregation combined with testing.

Discuss Barriers To Trade in Dairy Products

"In the dairy industry are striking examples of trade barriers against the inter-state movement of farm products," writes Dr. George R. Taylor, of the Bureau of Agricultural Economics, in the current issue of the Agricultural Situation, monthly publication of the Bureau.

Sanitary laws and regulations are needed for the protection of the public health. But, he points out many laws are so worded or so administered as to exclude or hamper the sale of the out-of-State products.

"Many cities and States," Dr. Taylor continues, "limit the area from which cream and milk may come by restricting the area to which they will send inspectors or in which they will grant dairy licenses or permits. Many States now require the inspection or licensing of all farms shipping fluid milk into the State." Other specifically legislate in a manner such as to prohibit the purchase of cream from surplus areas outside the milk shed. Still other fluid milk areas "have sought, and in some

cases obtained, legislation unfavorable to evaporated or condensed milk."

Dr. Taylor further points out that the insistence of cities and States upon their regulations and inspection "often reaches rather absurd limits" in areas where production is normally carried on for more than one market. It is reported that farm sources of cream often are subject to inspection by three, four, or even more State, county and city health departments. In some parts of the country, farmers or receiving operators have found that to conform with requirements of one authority they must violate those of another.

Health regulations, so far as they are directed at purely health objectives need place no restraint upon interstate or local commerce, according to Dr. Taylor. On the other hand, if board of health regulations are to be used for protecting local dairy interests from outside competition, then interstate trade may be restricted. "A major step forward would be taken," he concludes, "if states and municipalities would recognize and clearly state the purpose of their regulations."

Meeting Calendar

- September 9-10—Cecil Co. Dairy Cattle Show, Horse Show & Horse Races—Wm. Dupont Farm, Fair Hill, Md.
- September 14-16—Black Barren Fair—Black Barren Springs Park, Pleasant Grove, Pa.
- Sept. 15—Wilmington Inter-State Milk Market—election of committeemen—at Newark, Delaware.
- Sept. 21-23—14th Annual West Lampeter High School Community Fair, Lampeter, Pa.
- Sept. 29-30-Oct. 1—Millersville Community Fair, Millersville, Pa.
- October 8-15—National Dairy Exposition, Columbus, Ohio.
- October 20-22—Mt. Joy Community Exhibit, Mt. Joy, Pa.
- November 14-16—National Cooperative Milk Producers' Federation twenty-second annual convention—Cincinnati, Ohio.
- November 17-18—Annual meeting—Inter-State Milk Producers' Cooperative—Benjamin Franklin Hotel, Philadelphia, Pa.

Miami Valley C. M. P. Has Successful Year

Starting with no invested capital, with the exception of a \$3.00 membership fee, the Miami Valley Cooperative Milk Producers of Dayton, Ohio, now own property valued at \$195,675. The producers have an actual ownership in the property of \$159,205. Last year was the best in the history of the association. A patronage dividend of 1 1/2 cents per pound of butterfat sold during the last two months of 1936 and the first 10 months of 1937 was paid to all who shipped cream during that period. In addition, a substantial amount was placed in reserve.

Dispersal Sale Holsteins SEPTEMBER 27, 1938

Discontinuing breeding and dairying, will sell without reserve my entire herd of

100 HEAD

mostly registered and a few choice grades, all

**Accredited
for T. B. and Blood Test**

Fresh cows, close springers and milkers, also heifers all ages.

All Dairy Equipment

Would also like to sell the farm
165 Acres

For catalog address

**W. B. Wickersham (owner)
Kennett Square, Pa.
Willowdale Farm**

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

Buy dairy cows, purebred and grade, all ages, direct from farmers organization. Write stating your needs. Rusk County Dairy Cattle Cooperative, Ladysmith, Wisconsin.

PICTURE CONTEST

▼▼▼

Open to:
Members of Inter-State
and Their families

▼▼▼

Prizes:
One dollar for each contest picture
used on inside page
Five dollars if picture is used on
front page

▼▼▼

Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others
on its merits
Description of picture (brief)
Identification of sender

Hertz: "I understand it cost you \$5,000 to have your family tree looked up?"

Nertz: "Yes; \$2,000 to have it looked up and \$3,000 to have it hushed up!"

Improved Pastures Yield More and Better Feed

The 1938 season has demonstrated on many farms where pastures are being improved the great value of lime and mineral fertilizers in maintaining feed supply during the summer, reports Dr. Howard B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University.

"Although moisture conditions have been nearly ideal for upland pastures this year," Dr. Sprague says, "the contrast between untreated plots and those receiving lime, phosphate and potash is very great on the 25 cooperative pasture tests being conducted in various parts of the state. The lime and mineral treatment has been responsible for introducing clover in liberal amounts so that an ample nitrogen supply has been provided by this legume and growth has continued at a high level."

"In a three-year experiment conducted at the Experiment Station on a typical pasture sod, a single application of lime, phosphate and potash improved the growth of pastures during the mid-summer and fall period by 45 to 50 per cent for a three-year period. The improved plots contained more than twice as much clover as the untreated plots, and the protein content of the herbage on the treated plots averaged 18.8 per cent."

"When expressed on the basis of the cost of producing feed, it was found that each ton of dried clippings on the untreated areas averaged \$13.76, whereas, each ton of clippings from the treated plots cost \$12.60. The difference is even greater than these figures indicate, since on many pastures, about one-half of the feed on untreated plots is wasted because of low palatability, whereas treated plots in all of the cooperative tests are grazed very closely by the dairy herds."

A fall application of one-half ton of limestone, 300 pounds of superphosphate and 100 pounds of muriate of potash to the acre will usually result in substantial increases in feed produced for the following two to three years. On the basis of feed replacements, such treatment will return at least \$2 to \$3 worth of feed for every dollar invested in purchasing lime and fertilizer."

Speaking of pioneer hardships, many people yet living can remember when they toasted their bread on a fork over the fire. And even had to cut the slices themselves.

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.

PENNSYLVANIA leads in GUERNSEYS

Pennsylvania has over 2000 active breeders of Guernsey cattle that Register, Test and Sell more Guernseys than any other state. Pennsylvania breeders own 12% of all Guernseys and market over 12% of all the Golden Guernsey trade mark milk, which sells at a premium in all markets in the United States.

Concentrated in Southeastern Pennsylvania are many of the outstanding herds from which 180 Guernseys have been selected for

THREE CONSECUTIVE SALES as follows:

THURSDAY, SEPTEMBER 29th, 1938

60—SUNNY RIDGE FARM GUERNSEYS—60

On the Farm at Chadds Ford Junction, Pa.

Tuberculin Accredited 159536 Bangs Accredited 1503

Many of the top cows of this noted herd, with 14 years of breeding, testing, and showing, will be in the sale, all owned by Sunny Ridge Farm.

FRIDAY, SEPTEMBER 30th, 1938

On the Doylestown Fair Grounds

60—SELECTED TUBERCULIN AND

BANGS ACCREDITED GUERNSEYS—60

Again featuring Fresh Cows and Close Springers

6—CHOICE BULLS—6

SATURDAY, OCTOBER 1st, 1938

Complete Dispersal of

Pebble Hill Farms Guernseys

60—TUBERCULIN AND BANGS ACCREDITED—60

On the Farm which is just off Route 611 at Doylestown. This herd contains many high record cows, in their prime which are just fresh or close springers. Four bulls and a number of well bred heifers.

For Catalogs of all three Sales write

PATE SALES COMPANY

CHADDS FORD JUNCTION, PA.

Bedford County Picnic

A district-wide picnic was held by members of the Inter-State Milk Producers' Cooperative and other dairymen in Bedford county, at the Everett Fair Grounds, on August 9. An excellent attendance was obtained and producers were present from all parts of the county, with a scattering from neighboring counties.

The main address was given by A. H. Lauterbach, who discussed with the producers the problems facing our present milk market and the dairy industry in general.

The future work of the Coopera-

tive was discussed also and special attention was called to the recent activities in which many secondary markets were kept on a fairly even keel through the work of the Cooperative in handling excess supplies and also in making good on its contract to pay members for milk in cases where the dealer had failed financially.

Everything comes to him who goes after what the other fellow is waiting for.

Annual Meeting—November 17-18

INTER-STATE Milk Produce

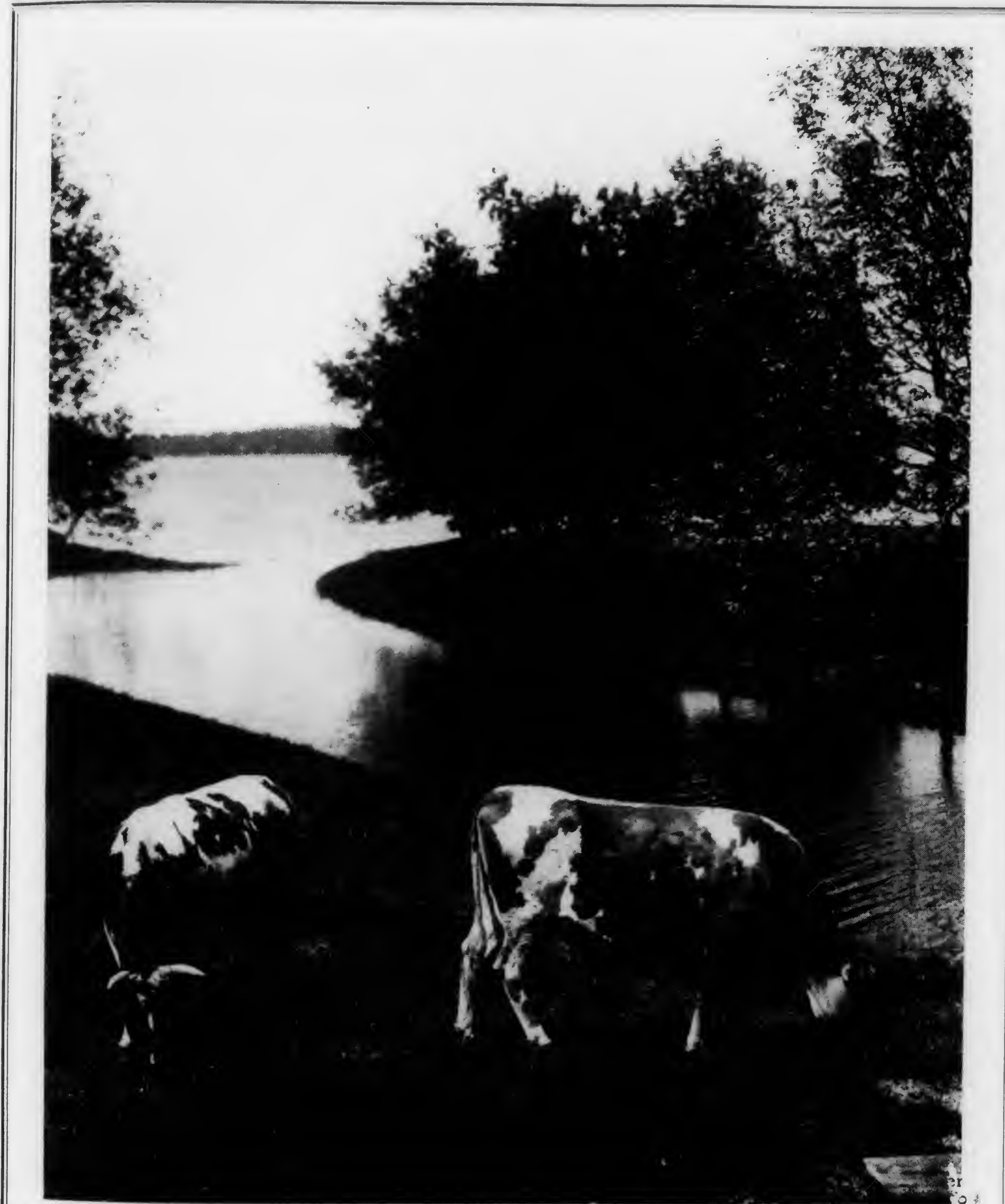
ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN

Vol. XIX

Philadelphia, Pa., October 1938

No. 6

M. C. 1. cond.
Agr. Econ. Building.
Cornell University.
Ithaca, N. Y.



Autumn Pastures

YOUR Local Meeting

THIS year, more than ever before, every member of the Inter-State Milk Producers' Cooperative will find the meeting of his Local valuable to him. It will be the one big opportunity to get first hand the story of how our Cooperative has kept this market from a bad spill in the face of the heaviest summer milk production ever experienced.

At these meetings every member can ask questions—get all the facts and in this way understand what has really happened. This Cooperative belongs to its members, not to the office in Philadelphia which is there only to carry out the Cooperative's marketing work.

Keep in mind that the Cooperative can do better

work—can protect your market and your price more effectively—when each member knows what is happening in the milk market and in the organization. The place to get the facts is at the Local meetings.

Come out—each of you, and see that your neighbors come too—and find out how the Cooperative prevented things from happening which, had they happened, might have wrecked your milk price.

Watch for notice of time and place for your Local meeting.

B. H. Melty

Locals Will Hold 100 Important Meetings

BETWEEN now and November 5 more than 100 important dairy meetings will be held in Inter-State territory. These are the annual meetings of Inter-State Locals at which the members will get the report of what their organization has done for them during the past year.

The annual meetings of the locals, collectively, make up the real annual meeting of the Cooperative. That is the reason why every member should make it a point to attend, as it is his meeting of his own Cooperative.

Reports given at the local meetings will provide each member attending with information that will be valuable to him as an individual, acquainting him with developments in milk marketing which directly affect his income. Likewise, the more wide-spread this information is in the market, the better condition our market will be in. **In fact at these meetings there will be discussed a new type of insurance for milk producers which has been in effect for about two years but which is not recognized as such by many producers.**

The local meetings are open to all members of the Inter-State, members of their families and their friends. Voting, however, is confined to the members who must vote in person or, with the approval of the Local, members unable to attend may vote by proxy but no one can hold more than one proxy.

The locals will elect officers for the following year and also dele-

gates who will attend the district delegate meetings. The same delegates will represent their Locals at the annual meeting of delegates at Philadelphia on November 17 and 18.

Each local of 25 members is entitled to one delegate and an additional delegate for each 75 additional members. The delegates in most districts held district meetings in late September or early October to arrange schedules of local meetings.

Large meetings create enthusiasm. It has been suggested that every member make it a point to check up on his neighbor members to see that they also attend and that all members bring their wives and boys and girls. The more from the family who attend, the better the understanding of the Cooperative by the member and his family.

●

Rules For Mastitis Control

The Veterinary College at Cornell University has recently issued instructions for mastitis control. Briefly they are as follows:

1. Stanchion the cows in groups, first the clean group then the suspicious and finally the infected group.

2. Use a strip cup before milking and if a cow shows watery milk, flakes, clots or pus, she should be removed from the clean cows, and the grain ration reduced. The affected quarters should be milked out hourly and hot packs applied.

3. Udder should be washed with

a chlorine solution of the strength of two hundred parts per million.

4. Milking—each man milking should be assigned a definite group of cows.

5. Dipping Teats—after milking, each teat should be dipped in a chlorine solution of the strength of two hundred parts per million.

6. Washing Hands—the milker should wash his hands in a chlorine solution and wipe them dry with paper towels before milking each cow. Wet hand milking should not be tolerated.

7. Do not milk on the floor.

8. The rear platform should be scrubbed once a week and then sprayed with a chlorine solution of four hundred parts per million.

9. Lime or super-phosphate should be used on the floor.

10. Use plenty of straw bedding for each cow.

11. Heavy producing cows should be milked three times daily.

12. First calf heifers should be tested with a bromothymol blue test and if they are negative, they should be among the first animals milked.

13. Fresh cows should also be tested with bromothymol blue and if clear, should be placed with the clean group.

14. Purchased Additions—each cow purchased should be carefully examined for mastitis and other diseases before purchase. After purchase, she should be isolated until you are certain no udder trouble exists.

15. Rearing Calves—Provide milk for young calves from disease free cows and do not allow calves to suck each other.

After all, it's the way you "show up" at the "show down" that really counts.

We Did What Seemed Best

IT seems to have been my luck to have arrived in this market just as the excess milk problem was coming to a head. I told you, in the letter recently sent to all members, of the production and supply conditions which led up to the present situation.

We have tried to keep our promises to you to keep you fully informed and to operate on a business-like basis. It seemed to be good business, to keep the excess milk moving for the most that could be gotten

for it, — rather than to have it "dam up" and wash away our whole price structure.

With very few exceptions producers have approved our action. I want to take this opportunity of thanking each of you for your understanding and support of our action.

O. H. Hassenpfeffer

Unusual Season Brings Major Marketing Problems

WE have been informing our members, through the columns of the past several issues of the REVIEW and also in a special letter mailed September 17, that milk production has been unusually high since early spring. Production in the spring and summer of 1938 has ranged from 10 to 20 percent higher than in the corresponding months of 1937. This situation was general throughout the nation and as a consequence heavy supplies of dairy products have been placed in storage. It would be well to summarize the effects which this has had on our own market:

1. One dealer, in mid-summer, determined to established temporary quotas for each producer, in order to limit his supply to his own needs. This was done by accepting not more than 150 percent of the average daily production of each producer in November of last year.

2. More recently another large buyer, with more milk on his hands than he had use for, notified the Pennsylvania Milk Control Commission that he would be obliged to refuse anything over 85 percent of his average daily receipts from September 5 to 10, inclusive. The 15 percent figure represented the amount of milk in excess of his receipts the same period a year ago.

3. Another large dealer, within the last three weeks, faced with the same problem, made arrangements to close completely one entire plant.

As these situations have come up the Cooperative has met them in what has appeared to be the best and fairest method possible. In the case of the first dealer, this having occurred early in the summer

when the marketing of excess milk was considerably less difficult than it is at the present time, the Cooperative itself disposed of this excess milk and returned to its members the money received therefor.

In the case of the second dealer arrangements were worked out for the disposal of this excess milk outside of the market and arrangements made for a careful auditing by the Milk Control Commission of the sales of this milk and expenses of handling it. In this case a separate check for the excess milk will be paid each producer and as a result the regular utilizations of the second dealer **will be higher than they otherwise would.**

In the case of the third dealer, rather than have whole groups of producers completely without a market, arrangements have been effected whereby, here too, the excess milk will be disposed of in orderly channels and the amounts received be returned to the producers after the sales and expenses have been examined by the Commission.

With the gradual reduction in milk flow which we hope for and eventually expect to see, it is believed that these temporary arrangements will not last too long. Meantime we are asking every producer in the market to cooperate with us and assist in keeping this excess milk from wrecking our entire market structure.

Oscar Hassenpfeffer is letting his little son drive the car. He says the lad's still too young to be trusted as a pedestrian.

Some Queries For Cooperators

The following statements concerning cooperatives and cooperation have been heard at various times. Some of them are true; some of them false. Some of them probably are subject to debate. Tally your own opinions by checking those you consider false:

1. Cooperatives which show best sales results usually make a practice of telling their customers where to get off.
2. A loyal member is never dissatisfied.
3. Co-op directors are elected by the members to manage their business.
4. If an association has a competent accounting department, the employment of auditors is a needless expense.
5. A cooperative should pay the same rate of interest for its money as a private business.
6. The more selling agencies there are bidding for a farmer's product, the better the price.
7. The larger proportion of a crop a co-op controls, the better the price it receives.
8. The building of adequate reserves is one of the chief factors making for permanent cooperative success.
9. The member who knows most about his organization usually is most loyal.
10. Cooperative marketing will work for some agricultural products; not for others.

The consensus of one group that checked the statements showed numbers 5, 8 and 9 true; number 10 definitely debatable; the others false.

Men are disturbed, not by the things that happen, but by the opinions of others about the things that happen.

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

District

Directors 1937-38

1. S. W. Stearly, Collegeville, Pa.
2. *Frederick Shangle, Trenton, N. J., R. 2
3. J. M. Houn Wheatley, Federalburg, Md.
4. J. W. Bleier, Centerville, Md.
5. *J. W. Bleier, New Tripoli, Pa., R. 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. *J. D. Reynolds, Middletown, Del.
9. *Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. E. H. Donovan, Dover, Del.
12. H. B. Stewart, Alexandria, Pa.
13. *Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedysville, Md.
17. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
19. A. R. Marvel, Easton, Md.
20. Charles R. Hires, Jr., Salem, N. J.
21. *B. H. Welty, Waynesboro, Pa., R. D. 4
22. D. E. Witherspoon, Chambersburg, Pa., R. 5
23. Honorary Life Member—F. P. Willits, Ward, Pa.

* Members Executive Committee

FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
2. C. E. Cowan, Lancaster, Pa., Asst. Director
3. Reynolds, Denton, Md., Asst. Director
4. E. P. Bechtel, Trappe, Pa.
5. J. J. Camp, Roaring Spring, Pa.
6. E. C. Dunning, Chambersburg, Pa.
7. Floyd R. Ealy, Broomall, Pa.
8. Clayton L. Keener, Nottingham, Pa.
9. H. D. Kinsey, Quakertown, Pa.
10. J. T. Plummer, Lewistown, Pa.
11. D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

1. Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—H. T. Borden, Co-op Bldg., Glassboro, N. J., Phone 10
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Members Sent Special Letter

The surplus milk problem has been so serious in this milk shed during the past several weeks that the Executive Committee, at a special meeting held on September 14, authorized that a letter be sent to all members of the Cooperative, informing them of the acuteness of this situation. This letter was placed in the mails on Saturday, September 17, and outlined in considerable detail the production situation as compared with a year ago, and also the storage situation on

butter, cheese, evaporated milk and cream. Attention was also called to the lower prices prevailing for many dairy products.

This letter was sent in order that our members might know the real situation. We recognize that a large part of the unusually heavy production of this past season has been due to good pastures and excellent producing weather. Another factor which has contributed to it has been the increase in the proportion of spring freshening cows, their production naturally holding up unusually well during the ideal producing season we have experienced.

Uniform Prices Re-established in Area

The price schedule carried in the September issue of the REVIEW for August milk specified prices for milk delivered August 16-31 to dealers located in suburban Philadelphia area according to the Pennsylvania Milk Control Commission's General Order A-29. This order was amended on September 2 (two days after the September issue went to press) with the issuance of Order A-30, which established the same official price on all classes of milk in those suburban areas as prevail in Philadelphia. The August price schedule as carried in this issue of the REVIEW has been corrected.

Plan Nation-Wide Dairy Sales Program

Plans that have been developing for a year will be launched to the dairy industry at a meeting of nationally known dairy leaders to be held in Chicago on October 5. These plans point toward a national educational advertising campaign to increase consumption of dairy products and the call was issued by the National Cooperative Milk Producers' Federation, together with the American Butter Institute, the National Association of Local Creameries, and several local and sectional dairy organizations representing the greater part of the producer-owned and commercial manufacturing dairy organizations.

The immediate reason for the call is the problem of obtaining greater consumption of butter in order to move the excess quantities now in storage. There is also a long-time motive of developing a permanent plan to keep the public informed of the truly superior merits of butter, cheese and other manufactured dairy products.

The present moderate price of butter and cheese should furnish an argument to the housewife for greater use of these products.

4-H Boys Will Show Milk Handling Methods

The second week of October will witness a major event among 4-H dairy club members. This is the National Dairy Exposition, at Columbus, Ohio, at which one of the highlights will be the competition of forty 4-H dairy demonstration teams, each being the champion from its respective state. These forty teams will demonstrate some phase of the production and handling of milk on the farm. In addition there will be two other types of dairy demonstrations—one on dairy manufacturing and one on consumption and food value of dairy products.

Teams from Delaware, Maryland and Pennsylvania will participate in the dairy production demonstration contest. The Inter-State Milk Producers' Cooperative is proud of its part in stimulating this work in these states and has extended help both directly and indirectly to the team members and their leaders in the training of these boys. The expenses of the Pennsylvania champion 4-H demonstration team in going to Columbus are being defrayed jointly by the Inter-State Milk Producers' Cooperative, the Pittsburgh District Dairy Council and the Dairymen's League Cooperative Association.

We feel that every team and its members will win something at this contest. This is true because there are awards more lasting and worthwhile to these boys than the official awards made by the sponsors of the show to those teams the judges declare as best. These lasting rewards are inspiration and a feeling that agriculture, after all, is really worthwhile.

After returning from Columbus, the Delaware state champion team from Middletown will put on its demonstration at the meetings of Inter-State locals in New Castle County. We suggest, if possible, that other locals utilize similar talent for their programs and if there is no 4-H dairy demonstration team available in the county start plans now to see that there will be such a team next year.

While on his visit to this country, Marshal Foch was a guest at a dinner party when one of the other guests took exception to French politeness. "There is nothing in it but wind," he said, with questionable taste.

"Neither is there anything but wind in a pneumatic tire," retorted the gallant marshal, "yet it eases the jolts along life's highway wonderfully."

To err is human—to admit is not.

Yours For the Getting

Go to your Cooperative meeting! Go to all of them if possible. The annual delegate meeting at Philadelphia is, of course, the most inspiring and we sincerely believe every member would be well repaid for whatever time and expense might be involved in attending.

The local and district meetings are also very important in fact, collectively, they are most important.

Regardless of which meetings you attend or whether you attend all of them, just remember these meetings provide a place where you can dip in and get a hatful of straightforward, honest information to take home and apply to your milk business and whether 100 or 1000 or 2000 dip up a hatful of this knowledge there is always just as much left for the last man as for the first. In fact, there is more for the last man for you can't take knowledge from a meeting without leaving a bit of your own which the other fellow can use and you will still have all of yours.

Go it one better—bring your wife and between you take home two hatfuls of information, and your son and daughter may each help themselves to another hatful, then when you get home put all that information together and you will really say you got something out of that meeting.

Get INTO it—and you can't help getting something OUT of it.

Delegates in 7 Districts Will Elect Directors

Directors will be elected this fall in seven districts of the Inter-State Milk Producers' Cooperative. The by-laws require that these elections be held after the scheduled local meetings in the district have been completed and at least 7 days before the annual meeting of delegates which will be held in Philadelphia on November 17-18.

The districts in which the terms of present directors expire and the director now representing these districts are as follows:

1. S. W. Stearly
4. J. Milbourn Wheatley
7. H. K. Martin
9. J. D. Reynolds
12. E. H. Donovan
15. Howard W. Wickersham
25. B. H. Welty

The delegates in the district cast the official ballot for the director. However, during the past two years the delegates in many districts have obtained the opinion of the members as a whole from their district before selecting the director. Whether such a plan will be followed is up to the delegates. In the past this

Abbotts Shippers NOTICE

In our letter to you dated September 28, we stated that the temporary quotas discussed therein would be effective as of September 27. We are happy to announce that since this letter was mailed it was found possible to delay the effective date of these quotas until October 1. All of your September milk will be included in the regular Classes I, II and III as usual.

has been done through mass meetings, through instructions to the delegates from their own members given at the local meeting, and through mail ballots sent to all members in the district.

Regardless of the method used in determining the selection of directors it is highly important that the best man in the district who is able and willing to serve as a director should be given that position. He is the hired man not only for the members within that district but for the members in the entire organization. He is charged jointly with the other directors with the responsibility of keeping an orderly milk market. Only by doing so can he serve the members in his own district to best advantage. For this reason it is very important that sectional, county or community lines be forgotten and attention be given to the man and not where his farm happens to be located.

Class II Price Unchanged

Because of the heavy production of milk which continued at an unusually high level into late September, the Pennsylvania Milk Control Commission issued a supplementary order delaying the increases in Class II and Class III prices until October 16. At the time the price increases, 12 cents for Class II and 5 cents for Class III, were scheduled to become effective markets for excess supplies of milk were in such condition that it was almost impossible to move any sizeable quantity of such milk at a price which would come near breaking even. Practically all outlets for cream and other manufactured products except butter were filled and there was no demand for additional cream even by local butter manufacturers.

Due to the same unusual conditions the seasonal increase in Class II price to Delaware and Maryland producers was delayed and the same Class II price applies in September as in August.

Future Farmers Stage Milk Judging Contest

An outstanding feature of the Eastern States Exposition held at Springfield, Massachusetts, each year is the program for Future Farmers. One of their important events is a milk judging contest which was participated in by eight teams this year. Ranking first was the team from Virginia, followed by the teams from New Jersey, Pennsylvania, and Maryland in order.

Individuals from Inter-State territory who ranked high in the contest were Roy Slabach of Pennsylvania, third; James Turner and Hiram Jones of New Jersey, fourth and fifth; Benjamin David and Richard Jeffers of Maryland, ninth and tenth.

All of the Exposition schedule for Thursday afternoon and after was canceled because of the storm damage to the buildings and facilities for the show. This was the result of the hurricane which caused such extensive property damage in New England and followed three days of continuous rain.

Turk Joins Dairy Staff

Maryland members of the Cooperative will be interested to learn that Dr. Kenneth A. Turk has been appointed professor of dairy husbandry at the University of Maryland. Dr. Turk is a graduate of the University of Missouri and received his advanced degree from Cornell University. He has been superintendent of dairy cattle of New York State Fair and has been prominent in activities among breeders and dairymen, including 4-H clubs, in New York State.

Dr. Turk fills the position formerly occupied by Professor L. W. Ingham who resigned to accept a position at the National Farm School, Doylestown, Pa.

F. F. Hill Promoted

With the return of W. I. Myers to his duties at Cornell University, President Roosevelt appointed F. F. Hill as Governor of the Farm Credit Administration. Mr. Hill is a native of Kansas and spent a part of his youth in Saskatchewan, Canada. He has been in the United States since 1923 in various positions which have given him excellent training for his new position. Starting with the Farm Credit Administration when it was organized in 1933, he was assistant to Governor Morgenthau and later to Governor Myers who preceded him in his new position.

If all producers were just like me, what sort of a market would Philadelphia be?

Prices Paid For 4.0% Milk By Philadelphia Dealers

Weighted Averages, August, 1938	
Abbotts Dairies	\$2.31-\$2.29
Baldwin Dairies	2.41
Breuninger	2.85- 2.72
Wm. Engel Dairy	2.83
Gross Dairy	2.70
Hamilton Dairies	2.70
Hutt & Kempf	2.52
Missimer	2.63- 2.64
Mosebach Dairies	2.43
Scott-Powell	2.35
Supplee-Wills-Jones	2.34

Supplementary Notes To Price Table On Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

*Wilmington Class I price was \$2.78 throughout August, \$2.77 in September.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡August only.

The August average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

Class III Prices—4.0% Milk		
MARKET	AUGUST	SEPT.
Phila. (Penna. rec. sta.)	*1.09 (avg.)	1.10
Md. & Del. Stations	1.12	1.12
Other Penna. Markets	1.15	1.15
Wilmington	1.12	1.12

*August 1-15, \$1.08; August 16-31, \$1.10.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, August and September, \$2.96; Class I Grade A, August and September, Grade B price plus butterfat and bacteria bonuses, or \$3.36.

Class II, August (1-15), \$1.85
Class II, Aug. (16-31) and Sept., \$2.00
Class III, August and Sept., \$1.25

\$1,800,000 Tied Up In Court

With the status of the Federal milk marketing order in Boston still uncertain because of pending court decisions, there is tied up in the court as of September 15 a total sum of \$1,811,720.09. This amount represents sums paid into the court by various milk dealers on the equalization accounts. When the Federal milk marketing order was taken to court the dealers were requested to make the equalization payments to the court, the money to be held in escrow until such time as the case is finally settled.

It is generally considered that this money is due milk producers and it seems that it would be

Classification Percentages—August, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies 1-15	54.9		39.8	5.3	78% of Class I
" 16-31	54.5		39.7	5.8	78% of Class I
Baldwin Dairies	67		12	21	61% of Prod.
Blue Hen Farms	62.60		10.79	26.61	
Breuninger 1-15	91		6	3	
" 16-31	85		6	9	
Clover Dairy Co.	57.92		8.88	33.20	42% of Prod.
Eachus Dairy	79	8	13		
Fraims Dairies	66.44		8.01	25.55	
Gross	80.6		19.4		77.5% of Prod.
Harbison Dairies	82		8	10	59% of Class I
Hernig	59		41		
Hoffman	34.6	5.9	59.5		
Keith's Dairy	69.07	14.14		16.79	
Martin Century	*80.87		*19.13		73.90% of Prod.
Meyers Dairies	70		30		80% of Prod.
Missimer Dairies 1-15	75.5		24.5		
" 16-31	77.12		22.88		
Mosebach Bros.	68.02		6.98	x25.00	53.39% of Prod.
Nelson Dairies	55		35	10	
Scott-Powell Dairies	57		42	1	59% of Prod.
Supplee-Wills-Jones	56	3.5	40.5		
Clayton Stegmeier	57.79		35.92	6.29	81.33% of Class I
Turner & Wescott	41		59		
Wawa Dairies	70		16	14	
Williamsburg Dairy 1-15	86		14		
" 16-31	91	9			

NEW JERSEY

	Norm	Cream	Excess
Abbotts	100		Balance
Castanea Dairy "A"	79% of Norm	21% of Norm	Balance
" "B"	76% of Norm	24% of Norm	Balance
Scott-Powell	100		Balance
Suburban Dairies "A"	68.1% of Norm	31.9% of Norm	Balance
" "B"	89% of Norm	11% of Norm	Balance
Supplee-Wills-Jones	100		Balance

*Martin Century paid in August, Class I, 18.05% at \$2.99 and 62.82% at \$2.80; Class II, 4.27% at \$1.51 and 14.86% at \$1.47. (Prices for 4% Grade "B" milk, f.o.b. Lansdale.)
†27.5% bought at Altoona Class I price, 7.1% at Huntingdon Class I price.
xUsed in Class V, same price as Class III.

Feed Price Summary for September, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	Sept. 1938 (\$ per T.)	August 1938 (\$ per T.)	Sept. 1937 (\$ per T.)	% Change compared with Aug. 1938	Sept., 1938
Wheat Bran	24.84	25.74	30.03	-3.50	-17.28
Cottonseed Meal 41%	35.26	36.73	36.02	-4.00	-2.11
Gluten Feed 23%	31.12	29.99	33.51	+3.77	-7.13
Linseed Meal 34%	49.93	51.71	42.51	-3.44	+17.45
Corn Meal	30.85	30.62	44.18	+7.75	-30.17
Mixed Dairy Rations: 16%	29.13	30.64	34.23	-4.93	-14.90
24%	35.08	36.79	38.61	-4.65	-9.14
32%	37.54	39.60	40.93	-5.20	-8.28
Brewer's Grains	26.90	28.22	30.16	-4.68	-10.81

decidedly unpopular for a court to issue any order that would keep the money from the producers.

Plan to attend the Inter-State Annual Meeting on November 17-18.

Stranger: "I've come out here to make an honest living."

Native: "Well, there's not much competition."

Not a Chance

The New Jersey Extension Service, in their Cowtesting Studies, makes this comment: "A dairyman who puts his money into feed for low producing cows does not even have 'A Gambler's Chance' of getting his money back. Why gamble? Join a Dairy Herd Improvement Association and let the tester pick out the unprofitable cows."

Heads, not heels, win.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

August Averages and August and September Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price Paid in August see page 6	Class I Price Aug. 1-15	Class I Price Aug. 16-31-Sept.	Class II Price Aug.-Sept.
Philadelphia Dealers			\$3.00	\$2.98	\$1.51
Abbotts Dairies, Inc.	Coadersport, Pa.	\$1.94 \$1.93	2.40	2.38	1.43
	Curryville, Pa.	2.00 1.98	2.49	2.47	1.44
	Easton, Md.	2.04 2.02	2.58	2.56	1.42
	Goshen, Pa.	2.09 2.08	2.65	2.63	1.46
	Kelton, Pa.	2.11 2.09	2.67	2.65	1.47
	Kempton, Pa.	2.09 2.07	2.64	2.62	1.46
	Oxford, Pa.	2.11 2.09	2.67	2.65	1.47
	Port Allegany, Pa.	1.94 1.93	2.40	2.38	1.43
	Providence, Md.	2.06 2.04	2.61	2.59	1.42
	Spring Creek, Pa.	1.92 1.90	2.36	2.34	1.42
Blue Hen Farms	Wilmington, Del.	\$2.21	*2.78	*2.77	1.62
Breuninger Dairies	Richlandtown, Pa.	2.52 2.41	2.64	2.62	1.46
Centerville Prod. Coop.	Centerville, Md.	1.99			
Clover Dairy Company	Wilmington, Del.	2.13	*2.78	*2.77	1.62
Duncan's Dairy	Springfield, Pa.	2.60	3.00	2.98	1.51
Eachus Dairy	West Chester, Pa.	2.63	2.85	2.85	1.56
Fraims Dairies	Wilmington, Del.	2.26	*2.78	*2.77	1.62
Harbison Dairies	Brandtsville, Pa.	2.38	2.64	2.62	1.46
	Byers, Pa.	2.38	2.64	2.62	1.46
	Carlisle, Pa.	2.38	2.64	2.62	1.46
	Hurlock, Md.	2.33	2.58	2.56	1.42
	Kimberton, Pa.	2.38	2.64	2.62	1.46
	Massey, Md.	2.35	2.60	2.58	1.42
	Millville, Pa.	2.28	2.52	2.50	1.45
	Rushland, Pa.	2.38	2.64	2.62	1.46
	Sudlersville, Md.	2.35	2.60	2.58	1.42
Harshbarger, J. E.	Altoona, Pa.		2.96	2.96	1.56
Hernig, Peter	Boiling Springs, Pa.	2.13	2.60	2.58	1.46
Hershey Creamery	Greencastle, Pa.	1.60 1.50			
Hershey Chocolate	Shippensburg, Pa.	1.40			
Highland Dairy Co.	Chester, Pa.	2.60	3.00	2.98	1.51
	Doe Run, Pa.	2.23	2.85	2.85	1.56
Hoffman's Dairy	Altoona, Pa.	2.00	2.96	2.96	1.56
Johnson, J. Ward	Woodlyn, Pa.	2.60	3.00	2.98	1.51
Keith's Dairy	Altoona, Pa.	2.54	2.96	2.96	1.56
Martin Century Farms	Lansdale, Pa.	2.55	3.00	2.98	1.51
McMahon, F. R.	Altoona, Pa.		2.96	2.96	1.56
Miller-Flounders	Chester, Pa.	2.60	3.00	2.98	1.51
Penn Cress Ice Cream Co.	Cresson, Pa.		2.96	2.96	1.56
Scott-Powell Dairies	Clayton, Del.	2.10	2.62	2.60	1.42
	New Holland, Pa.	2.15	2.68	2.66	1.47
	Pottstown, Pa.	2.18	2.73	2.71	1.47
	Snow Hill, Md.	2.00	2.46	2.44	1.42
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.15	(\$2.15 for all milk in August)		
Stegmeier, Clayton	Tamaqua, Pa.	2.33	2.96	2.96	1.56
Strickler Dairy	Huntingdon, Pa.		2.85	2.85	1.56
Supplee-Wills-Jones	Bedford, Pa.	2.02	2.49	2.47	1.44
	Centerville, Pa.	1.94	2.36	2.34	1.42
	Chambersburg, Pa.	2.07	2.57	2.55	1.45
	Chestertown, Md.	2.08	2.60	2.58	1.42
	Duncannon, Pa.	2.11	2.64	2.62	1.46
	Hagerstown, Md.	2.03	2.51	2.49	1.42
	Harrington, Del.	2.08	2.60	2.58	1.42
	Huntingdon, Pa.	2.06	2.55	2.53	1.45
	Kennedyville, Md.	2.08	2.60	2.58	1.42
	Leaman Place, Pa.	2.15	2.69	2.67	1.47
	Lewistown, Pa.	2.07	2.57	2.55	1.45
	Mercersburg, Pa.	2.07	2.57	2.55	1.45
	Mt. Pleasant, Del.	2.08	2.60	2.58	1.42
	Nassau, Del.	2.06	2.57	2.55	1.42
	Princess Anne, Md.	2.01	2.49	2.47	1.42
	Red Hill, Pa.	2.15	2.69	2.67	1.47
	Townsend, Del.	2.08	2.60	2.58	1.42
	Waynesboro, Pa.	2.07	2.57	2.55	1.45
	Zieglerville, Pa.	2.15	2.69	2.67	1.47
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Sypherd Dairies	Lyndell, Pa.		2.64	2.62	1.46
Turner & Wescott	Glen Roy, Pa.	1.96	2.67	2.65	1.47
Waple Dairies	Tyrone, Pa.	2.75	2.85	2.85	1.56
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.29	3.00	2.98	1.51
Ziegler Dairy Co.	Reading, Pa.		2.85	2.85	1.56

Secondary Markets

TRENTON

Eighty-three persons attended the regular meeting of the West Windsor Local, held at the home of Trenton Market Manager Frederick Shangle on September 1. O. H. Hoffman, Jr., General Manager, was the principal speaker. New Jersey State Secretary of Agriculture W. H. Allen, Miss Ida May Breck of the Philadelphia Inter-State Dairy Council, and Mercer County Agricultural Agent A. C. McLean, completed the speaking program, after which refreshments were served.

Holding local meetings at the homes of members of the West Windsor Local is becoming more and more popular. The attendance and interest is increasing with each meeting due largely to the well-balanced and worthwhile programs which combine instruction, entertainment and social features.

There is still an abundance of milk in the Trenton area. The market manager and committee members have been kept busy endeavoring to keep the members' milk placed with reliable buyers. There has been very little difficulty in this respect where sanitary conditions are up to par.

With the opening of schools and end of vacations consumption is expected to improve which, combined with a gradual reduction in production, should bring about a decided improved market condition.

The next meeting of West Windsor Local will be held October 18 at 7:30 P. M. in the Allentown school building on the Allentown-Cream Ridge road. Officers and delegates will be elected, a splendid speaking program is being arranged and refreshments will be served.

ALTOONA-HUNTINGDON

There is considerable demand in this area for some sort of a level production plan and the market committee and manager have been asked to develop a plan which will be satisfactory to producers and will also win the cooperation of milk buyers. Daily weigh slips are desired by many producers and the committee has also been instructed to work out plans which will obtain these slips from the milk buyers each day.

Practically all the milk in the market is now moving in regular channels in spite of the heavy surplus reported by most dealers. Production has held up very near the early summer peak. More of

the dealers are now paying for a part of their milk in Class 3 because their requirements for fluid milk and ice cream are more than filled.

A crowd of more than 500 people attended the meeting of District 20 at Martinsburg on the evening of September 28. A large part of the attendance was from producers supplying the Altoona market. General Manager O. H. Hoffman, Jr., was the featured speaker. Following the program the crowd participated in an ox roast.

LANCASTER

Producers in this market are anxiously awaiting information as to the immediate results of the Federal-State market order in New York City. This order was approved by more than 87 percent of the producers supplying that city and the agreement has been signed by milk dealers who handle more than 85 percent of the milk. As much of the milk of this area is sold in New York local prices will be influenced to quite an extent by New York prices.

Delegates and officers from all locals in the Lancaster area are meeting on October 4 to plan a schedule of local meetings. These meetings are very important to all local producers because, in addition to the regular program and election of officers, the locals will elect committeemen to serve on the Lancaster Inter-State Milk Market committee. These committeemen will determine policies which affect the local market.

WILMINGTON

A market-wide meeting of producers supplying Wilmington was held at Newark, Delaware, on September 15 and was attended by about 120 members. At this meeting a report of the past year's work in the Wilmington market was given by Market Manager Floyd R. Ealy and the financial report for the committee was given by I. Ralph Zollers. Speakers on the program were Quentin Reynolds, manager of the Eastern States Farmers Exchange, and O. H. Hoffman, Jr., general manager of the Inter-State Milk Producers' Cooperative, who talked on the problems of the market.

The producers elected a market committee to serve for the ensuing year, the following being selected: R. E. Bower, Chesapeake City, Md., and J. Hazel Price, Warwick, Md., who ship to the Clover Dairy Com-

pany; H. B. McDowell, Jr., Middletown, Del.; J. J. Rubencame, Landenberg, Pa., and Irwin G. Klair, Marshallton, Del., who ship to Fraim's Dairies; Peter Zeitler, Elkton, Md., who ships to Delamore Dairy; J. Leslie Ford, Newark, Del., who ships to Blue Hen Dairy; R. T. Cann, Jr., Kirkwood, Del., who ships to Busy Bee Dairy; and Harry Seemans, Odessa, Del., who ships to Sylvan Seal. The committee then met and organized, electing R. E. Bower chairman, and named W. Levis Phipps of Wilmington as secretary of the committee.

In the planning of Local meetings in New Castle County, many of the members of which sell on the Wilmington market, it was planned to include, as a part of the program, a demonstration of the essentials of producing clean milk. This demonstration will be given by Horace Ginn and William Buckworth from near Middletown, they being the state champion 4-H dairy demonstration team. This demonstration team will compete at the National Dairy Exposition at Columbus, Ohio.

Buffalo Votes For State-Federal Control

In a record vote made on September 15, 93 percent of the dairymen supplying the Buffalo, N. Y., market who expressed themselves, voted in favor of a marketing agreement and order for that market. The law requires that a 75 percent majority is necessary in order to obtain State and Federal aid.

With the announcement of the results of this vote Commissioner Noyes of the New York State Department of Agriculture and Markets stated that the order would be placed in effect on October 1 and that an announcement of an administrator would be made at an early date.

The price order will require milk handlers to pay producers a minimum of \$2.85 per hundredweight for 3.5% Class I milk for the eight months from August through March, inclusive, and \$2.45 for the remaining four months, April through July.

It is interesting to note that of approximately 3500 producers who voted on this order not more than about 250 opposed it.

Thank goodness we live in a free country, where a man may say what he thinks if he isn't afraid his wife, his neighbors or boss will criticize him, and if he's sure it won't hurt his business or his reputation.

Home—the place where we grumble most and are treated best.

A Page For Inter-State Women

Cooperatives Serve Farm Women

TO ME it seems that the interest of farm women is essential in successful cooperative activity. Cooperative marketing itself is the certain program for farmers to gain a more abundant life on the farm. It is the only hope we have of increasing our income which is so necessary in order to improve our standard of living. Surely every mother will agree with me that this is necessary if we hope to educate our boys and girls so that they may have an equal chance with the boys and girls in the cities.

Although cooperative marketing in our country is only in its infancy in comparison with some foreign countries, yet it has done a great deal to improve conditions on the farm. Let us analyze the rural electrification cooperatives. They have done a wonderful service to the farm folks of Wisconsin, and, no doubt, the nation. They not only served their own members, but have served as a yard stick to compel the established utilities to extend their lines in the rural sections at a price that the farmer could pay.

Why Women Are Interested

In our own community not only did the Oconto County Rural Electrification Cooperative build lines to hundreds of its farmers, but through its agitation, hundreds of farms in Shawano, Outagamie, and Brown counties, were able to get electricity for their homes through the utilities as the utilities well knew that the Cooperative would expand if they did not make the service available. Surely this is proof that women should take part in cooperatives, as no one can deny that electricity is a necessity on every farm. We were fortunate to have electricity for the past ten years, yet I cannot help but sympathize with the women that must rely on the lamp and candle and are denied the conveniences electricity would afford them. I spent part of my life under such conditions.

Cooperatives are necessary in many other fields in order to bring a fair price to the farmer for what he sells, as well as the things he purchases. The Voice of Agriculture can be carried to the legislative halls only by united organization of farm groups, and these groups can

only be held together when they establish a cooperative where the men and women can take active part and express their views on farm problems.

They Stimulate Growth

Now as to the cooperative movement in my home town at Pulaski. About ten years ago the Progressive Farmers of Wisconsin Cooperative was organized with locals at Pulaski, Chase, DePere, Greenleaf, Seymour, Bellevue, and later at Brillion and Ellenville. Some of the locals grew quite rapidly, but ours, the Pulaski-Chase advanced slowly. In 1934 our total business amounted to \$24,000. In 1935 our men folks decided to hold three or four educational meetings each year, to which the women were also invited. Our business grew to \$45,000 in that next year. This program continued and in 1936 our business amounted to \$103,000. In 1937—\$162,000 and our goal for 1938 is \$250,000. So I think it is essential for women to take part in cooperatives. These meetings proved to be of much value in the educational and social life of our community. We invite the whole family. After an hour of presentation of the cooperative movement, the orchestra ascends the speakers stand and a real social time continues.

A cooperative like ours is needed in every community where the farmer is unable to buy his feed, seed, machinery, and many other things wholesale. By buying in carloads, a great saving can be made. A cooperative with a large membership is in a position to buy in large quantities as it is assured an outlet. The small dealer is unable to do that, and therefore cannot compete with a cooperative. We also pool our orders with other cooperatives and are able to buy directly from the manufacturer, which is also a saving. In a well organized and properly managed

cooperative, it makes no difference if the price is higher than the competitors, for at the end of the year the dividend will more than take care of the difference.

We also have a splendid cooperative live stock shipping association which ships from two to four carloads of live stock each week directly to the terminal market, which not only assures lowest transportation, but also eliminates the middlemen's profit. We went one step further by joining with two hundred other cooperatives in establishing a sales agency of our own on the terminal markets, so when our live stock reaches the market it is taken care of by our own people and is sold by our own trained salesmen to the packers, which assures us that we get maximum market price for same.

A Well Rounded Life

I hope that no one misunderstands me, and I do not want any one to think we women are dissatisfied with conditions on the farm. We have many things much handier than our women of the large cities. We have no congestion on the country roads like the cities have. I can take the car any afternoon and within thirty minutes have the youngsters bathing in the lake, or drive through the woods and enjoy the beautiful natural scenery. But we are hoping for the time when we can have all the conveniences the cities have, and this we will attain when all the farm folks join in a real cooperative movement. This would not only help us, but it would also help our women in the cities, because lower costs of production and distribution mean lower prices to our consumers. For we farm folks never want to or intend to get rich. Our only hope is a good standard of living, security in our old age, and an opportunity to leave a lasting economic future so our boys and girls can carry on after us.

This article is taken from a radio address over Station WLBL during Wisconsin's Cooperative Week last spring. The talk was given by Mrs. Edward Malcheski, a member of the Progressive Farmers' Association. It reveals the thinking of women leaders in that section of the country where active participation in cooperatives by all members of the farm family is so usual it is almost taken for granted.

Record Annual Meeting

Planned for Members and Delegates

THE THIRD annual meeting of the Inter-State Milk Producers' Cooperative will be held at the Benjamin Franklin Hotel in Philadelphia on Thursday and Friday, November 17-18, 1938. This is, in fact, the twenty-second annual meeting of organized dairymen in the Philadelphia milk shed.

The delegates at this meeting will be charged with the responsibility of charting the future course of the Cooperative. The ability of the Cooperative to serve its members wisely and well will be determined largely by the instructions of the delegates given to the directors and the management of the Cooperative at this time.

Will Chart Future Course

This responsibility makes it important that the members choose carefully when they select delegates to attend this meeting. It also makes it important that the members attend the local meetings so they may get a full report of the Cooperative's work and also use their influence toward keeping the Cooperative on a sound, business-like footing which will enable it to continue to serve its members effectively and to take on such new activities as will be needed.

A separate meeting is being arranged for the women, which will be held on Thursday forenoon, November 17. Details of this program are being worked out and will be announced to the members, their wives and their friends in the November issue of the REVIEW.

Dairy Council Meeting

As instructed by the delegates attending the meeting two years ago, and carried out at the meeting in 1937, the annual meeting of the Philadelphia Inter-State Dairy Council will be held on the afternoon of the second day of the Cooperative's annual meeting. This will be on Friday, November 18. The delegates will be called upon at this meeting to elect those members of the Dairy Council's board of directors who will represent the interests of the Inter-State Milk Producers' Cooperative and its members.

The program for the meeting, as developed up to date, includes two speakers of national reputation. Quentin Reynolds, general manager of the Eastern States Farmers' Exchange will speak at the Thursday afternoon session. Dr. H. C.

Byrd, president of the University of Maryland, will be the banquet speaker, the banquet being held on the evening of Thursday, November 17.

Continuing the policy of the past two years the meeting will be open to the public on Thursday. The Friday session will be reserved especially for members and delegates and members of their families. Voting will be done by the official delegates elected by the members at their local meetings. This will enable all parts of the milk shed to have equal voice in any matters that may come up for vote.

Only through attending the annual delegate meeting can a person feel the enthusiasm which prevails at these meetings. Likewise attending the annual delegate meeting, either as a delegate or a member, gives that member an understanding of the Cooperative and its work which will make him a better member.

Plan to attend the meeting—both days if possible—but most surely the first day's session. And fill your car with your family or your neighbor members of the Cooperative. You won't regret it.



This picture, entered in the Review contest, by Eleanor Denlinger of Drumore, Pa., reveals the damage to her father's cornfield by a hail storm which swept southern Lancaster County last summer.

Directors Review Year's Work

THE Board of Directors held its regular bi-monthly meeting on September 22, the date having been changed in order to permit presentation of the financial report for the fiscal year ending August 31.

This being the first meeting of the Board since O. H. Hoffman, Jr., assumed his duties of general manager, he outlined to the Board members the problems of a Cooperative which must be considered in its immediate and also its long-time programs. Of immediate importance was the problem caused by the heavy surplus of dairy products and the unusually high production now being experienced. The directors extended authority to the management of the Cooperative to handle emergencies caused by excessive supplies of milk as they arise.

The level production program was brought before the directors and the possible need for modification or change of the Pennsylvania Milk Control Commission order B-4, authorizing a level production plan, was discussed.

The financial report of the Co-

operative for the year ended August 31 was given by Secretary-Treasurer I. Ralph Zollers. This report will be given in full to members attending local meetings.

A complete review of the activities of the Cooperative during the past year in handling surplus milk and preventing excess supplies from breaking down the price structure, was presented to the directors.

Subjects for discussion at the annual meetings of locals to be held during the ensuing weeks were brought to the attention of the directors.

This meeting was attended by all members of the field staff, plans for local and district meetings being discussed with the entire group. These discussions included reports of Cooperative activities of the past year and future plans for the organization, all of which will be brought before the membership at local meetings.

If all members were just like me, how good a co-op would Inter-State be?

R. Paul Cunningham, Williamsburg, Pa., wins a Review picture contest award with this picture of one of his Guernsey cows and her two sets of twin heifer calves, now 30 months and 16 months old.



Heavy Surpluses Reported By Other Co-ops

It seems that almost every milk shed in the country is having its surplus problems this year. We find, in glancing through the house organs of our fellow cooperators in other milk sheds, numerous references to the unusual volume of milk.

In the bulletin of the Sanitary Milk Producers' of St. Louis we find this, "The average production per farm per day (in August) was 158 pounds, compared to 170 pounds in July, while in August, 1937, it was only 106 pounds."

The Dairymen's League News of New York for September 20 carries the following item about conditions in that market, "The usual seasonal (price) increase which producers might expect for August milk was offset by a continuation of the badly demoralized conditions that had existed for some time in New York and in some of the larger secondary markets, especially Buffalo. This chaotic condition was made all the worse because of unusually high milk production per day per dairy."

From the Consolidated Badger Cooperative in Shawano, Wisconsin, we learn that, "The average daily receipts for this period were 298,677 pounds, compared with 196,866 same period in 1937. The total milk receipts for the period were 4,480,156 pounds with an average test of 3.69 percent."

From the New England Dairyman we learn that in August "receipts of milk averaged 950 cans a day ahead of July and about 500 cans ahead of last year, up 3 percent. Cream receipts were about unchanged from last year."

The Dairymen's Price Reporter of Pittsburgh reports that "Milk production throughout the D. C. S. A. territory continued heavy through July and thus far in August. Production in the Pittsburgh area exceeded July, 1937, by over 12 percent. The decline in production from the peak in early June to mid-

August is less than the usual seasonal decline."

The Twin City (Minneapolis-St. Paul) Milk Producers' Bulletin, states that in the Twin City market "sales of fluid milk in August were 4.4% higher than in July of this year, but were 3% less than for August last year. The total amount of milk handled was 9% higher than a year ago. With market milk sales down and production increased 9%, it meant that we had three million pounds more to manufacture into such products as butter, powder and condensed milk than we had last year."

Check Cattle Diseases Before They Start

The old adage, "an ounce of prevention is worth a pound of cure" is doubly true in the case of diseases in dairy cattle, says Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University, in urging herd owners to safeguard their animals' health.

"Treatment, cures and control methods get the spotlight while preventive measures that maintain sound herd health take a back seat," Dr. Taylor maintains. "When not in trouble dairymen seem satisfied to go along carelessly taking chances which may eventually lead to costly difficulties."

"More progressive herd owners are already anticipating disease problems and are taking constructive steps to prevent their occurrence. It is entirely possible that in the future veterinarians may be employed on a disease preventive basis rather than for disease treatment."

"The majority of diseases and ailments of dairy cattle may be largely controlled by the adoption of proper management and herd practices, combined with improved scientific methods of feeding. Dairy-

men should realize that proper management, good feed and care are of paramount importance in the treatment of disease. Herd owners should endeavor to follow or imitate nature as closely as possible in all management and feeding practices. After all, it may be most difficult to deviate too far from nature and expect to get excellent results."

Fall Fertilization Is Desirable for Pastures

Many pastures in Pennsylvania would benefit from an application of lime and phosphate fertilizer, materials which promote growth of pasture grasses, believes F. V. Grau of Pennsylvania State College.

Fall is the most desirable time for application, he says. Ordinarily, other farm work does not interfere as often happens in the spring. Also, the ground is firmer, lessening the possibility of "punching" ruts and holes in the sod.

Mr. Grau points out that the greatest advantage from fall application of lime and fertilizer is that the farmer gains about six months on the results. Grasses grow new root systems in the fall and early spring. If the lime and phosphate fertilizer are available in time for this natural growth period, better development will be secured. Rains, snows, freezing and thawing will work the materials into the soil, making them available for the entire growing season. Where application is not made until spring, and a dry period follows, the fertilizer may do little good until it rains. Fall fertilization stimulates the grasses at a time when weeds are weakest, giving the grasses a better opportunity to crowd out these pests.

One ton of lime usually is sufficient to sweeten pasture soils, but if exceptionally sour, two tons may be needed. In addition to sweetening the soil, lime makes the phosphate fertilizer more readily available. Mr. Grau suggests applying 400 pounds of 20 per cent superphosphate per acre, although 500 to 600 pounds will produce quicker as well as larger returns.

Spreading six to eight loads of manure per acre late in the fall will afford protection to the grasses and clovers and add humus and potash to the soil. By spring, cows will graze closely over the manured ground, something they will not do if manure is applied in the spring.

"Why are you wearing your glasses to bed?"

"I want to get a better look at that girl I dreamed about last night."

New York Milk Order Approved

By Heavy Producer and Dealer Majorities

THE JOINT Federal-State milk marketing order covering milk going into New York City was approved by 33,663 producers, according to announcement from the Agricultural Adjustment Administration. This represents 87.1 percent of the total votes cast. During the same vote New York producers voted separately on the same marketing order under the Rogers-Allen law of that state for milk produced within the state and sold in the New York market. The actual result of this vote is not available at this time but it also won the approval of New York state producers with well over the required 75 percent.

Shortly after the public announcement that the order would be made effective in New York approval of its provisions was given by the Consumers' Council of the AAA, with the added statement that only through such a plan could producers hope to obtain a reasonable and fair price for their milk.

The marketing order was put into effect by Executive decree but since that time an accompanying agreement has also been signed by 51 milk handlers in the New York marketing area, representing 85 percent of the milk sold in New York City. The willingness of a vast majority of milk handlers in that market to sign the agreement is evidence that the troubles of the New York milk shed were caused largely by the attitudes of a minority of milk dealers who were given support by a similar small minority of producers. In many cases the support of producers was given because of threats of losing their market.

\$1,000,000 a Month

In commenting upon the effect of this order the Dairymen's League News, in its issue of September 6 states, "This makes the producers' victory complete. The agreement went into effect September 1. The Class I price was advanced to \$2.45. It is estimated that at least \$1,000,000 will be added to the September checks of League members and as much as that to the checks of farmers in other cooperative groups."

The prices included in the order provide that \$2.45 be paid for Class I milk f.o.b. the 200-210 mile zone from New York City, this price to prevail from August through March, and from April to July the price

will be \$2.20. The marketing order also recognizes the effect on the market of fluctuating prices of manufactured dairy products and provides that if the average wholesale price at New York drops below 25 cents for any month, a lower Class I price will be paid; and, likewise, if the New York butter price goes above 30 cents the Class I price to producers will be higher.

Although New York City is by far the biggest outlet for milk produced in the New York milk shed, other markets and manufacturing channels use approximately 40 percent of the production of the shed. Because of this situation producers in other cities of New York are contemplating similar price orders, notably in Buffalo.

Same Price to All

One feature of the New York order is that all producers get the same price for milk of similar quality delivered in the same mile zone. This is true regardless of the dealer to whom the producer delivers his milk or the utilization of the milk by that dealer. This is accomplished by means of a market-wide pool and dealers with high Class I usage pay into the pool while the dealers with a larger part of the milk in manufacturing classifications draw from this pool so as to get the funds for paying the uniform blended price. Because of this arrangement there is no temptation to lay off producers or to set limits on milk receipts from producers in order to obtain or protect a high Class I percentage.

The Dairymen's League Cooperative Association has offered the use of its surplus plants for taking care of the surplus milk of New York City dealers, in this way providing a market for all milk regardless of the excess of supplies that any dealer or dealers may experience. In mid-September reports were issued that farmers were threatening to withdraw milk from any milk handlers who refused to sign the marketing agreement. Under the pooling arrangement the producers would continue to get the same price regardless of any such diversion of their milk.

E. M. Harmon, who was appointed Market Administrator for the New York milk market, assumed his new offices on September first and moved into permanent office quarters about the middle of the

month. His office is located at 95 Madison Avenue, New York City.

Strong Co-ops Needed

He announced to the industry, in assuming his position, "The real success of this program depends upon the support given by the industry, and particularly the support of every dairy farmer supplying the market."

"No regulatory program such as we are inaugurating in this market can succeed without the active support of strong, well organized cooperative organizations."

"It is only as we can work side by side with full fledged, farmer controlled producers' cooperatives that we can be of permanent benefit to producers and the whole industry."

Similar sound advice was given the farmers by Governor Lehman of New York in an address on August 31, in which he stated, "If farmers think the job is all over, is all accomplished by simply voting for this agreement, I see no hope whatever for the success of this or any other plan."

She: "Now, what are you stopping your car for?"

He: "I've lost my bearings."

She: "Well, at least you're original. Most fellows run out of gas."

You can build no tomorrow without today's foundation.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of August, 1938:

Butterfat Tests.....	5990
Plants Investigated (first half Aug.)	26
(second half Aug.)	27
Farm Calls.....	1291
Non-Farm Calls.....	477
Herd Samples Tested.....	558
Brom-Thymol Tests.....	611
Microscopic Tests.....	206
Membership Solicitation Calls.....	308
New Members Signed.....	63
Local Meetings.....	3
Attendance.....	264
District Meetings.....	3
Attendance.....	781
Committee Meetings.....	9
Attendance.....	92
Other Meetings.....	21
Attendance.....	4422

Dairy Council Originates New Promotional Materials

THE catalogue of the Philadelphia Inter-State Dairy Council for the coming year shows a wide range in the types of new educational material designed to reach urban consumers (our customers) with the "Drink More Milk" message.

Subjects which are filled with lively current interest have been selected to carry this milk theme. "High, Wide and Healthy", the illustrated talk on the progress of aviation which proved so popular among high school audiences, is being followed this year by an entirely different talk, this time for adults, entitled "The Family Album". In "The Family Album" the members of the audience see themselves as others saw them—in 1890, 1900 and 1910. The bikes and bustles of the old days bring much humor into the talk while the vein of seriousness enters in through the showing of the early and not too sanitary methods of bringing milk and other foods into the home, methods which have been today replaced by science and safety.

With the present extensive unemployment in industrial areas and restricted budgets, a demonstration has been prepared along the line of "Foods at Low Cost" which offers evidence of the fact that milk is an economical food; that it is not only important but absolutely necessary in the diet if health is to be protected in times of economic stress when there is less food money to spend.

A Diet Check-Up Chart

Also for adults is a new booklet enabling any individual to check his or her own diet and containing suggestions for bringing the inadequate diet up to a proper normal. This booklet, "A Check-Up On Your Diet", is a companion piece to a similar booklet prepared last year for teachers' use with students. (See August issue of the REVIEW.)

Since much of the Dairy Council program is carried out through schools, a number of pieces of new promotional material is designed for the school child of various grade levels. Three thousand sets of an athletic series of photographic posters are ready to be sent into 750 schools. For a slightly younger age level is a second series bearing the slogan "For the Boy or Girl You Hope To Be—Drink Milk".

In the lower grades, a little play "The Indian Who Lost His War Whoop" (—but who found it by drinking milk!) which can be staged by the children themselves will go into use this fall in schools.

A special piece of literature is being issued bearing upon the new subject of Youth Hostels which is now making a great appeal to teen age young people. The leaflet contains a list of foods which every hiker will need, as well as both menus and recipes for camp cookery. Fresh milk which can be obtained at the Youth Hostels, should figure as the basis of the meals for the hikers since trails demand strength and endurance. This particular

There is no question about the ability of Alfred F. Davidson of New Castle, Delaware, to raise pumpkins, plain and fancy, as shown by this picture which wins a place in the Review contest.



National Dairy Show Opens October 8

The National Dairy Show, which will be held at Columbus, Ohio, on October 8-15, is expected to have a record-breaking display of more than 1000 dairy cattle. Entries are being received from one end of the country to the other and also from Canada.

The judging of the various breeds will be continued throughout the week, with Brown Swiss and Guernseys being judged on October 10 and 11; Holsteins will be judged on October 11 and 12; Ayrshires on October 12 and 13; and Jerseys on October 13 and 14.

Additional features of the Show will be the 4-H dairy cattle judging contest and the 4-H dairy demonstration contest. Judging teams from various colleges will compete on Saturday, October 8. Goliath II, a giant cheese from Wisconsin, weighing 2128 pounds, will be on exhibit during the entire week of the show and will be carved and served to the crowd on the closing day.

Special entertainment is planned in addition to the horse shows which will be held each evening during the show. Included in the entertainment will be the Buckeye State Music Jubilee, a concert by the United States Navy Band, and other musical events.

piece of literature will receive distribution among high school students and groups of both Boy and Girl Scouts.

Equipped with timely educational materials the Dairy Council is entering the 1938-39 school year with schedules crowded, engagements both for schools and in adult organizations being booked as far ahead as next June. At a time when market conditions call for not only maintenance of the present level in consumption of milk in this area, but whatever increase can be brought about, promotional work of the Dairy Council along just this line is particularly important to the industry.



STEWART CLIPMASTER

Exclusive Stewart design ball-bearing motor is air cooled and entirely enclosed in the insulated EAS-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, coolest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. Stays sharp longer. A \$25 value for \$17.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5645 Roosevelt Road, Chicago, Illinois, 43 years making quality products.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

Buy dairy cows, purebred and grade, all ages, direct from farmers organization. Write stating your needs, Rusk County Dairy Cattle Cooperative, Ladysmith, Wisconsin.

Dairy Markets Congested

By Heavy Production and Record Storage

PRODUCTION in the Philadelphia milk shed has been maintained at an unusually high level during the past summer. The average daily shipment per producer (of 5516 producers) during August was 239 pounds as compared with 215 pounds in August a year ago. This is an increase of 11.1 percent. The peak of production in May was 267 pounds daily per shipper.

Because of this situation some milk buyers have found it necessary to curtail their receipts by establishment of quotas, placing the receipts of milk in excess of daily average quotas in a separate classification, for which producers will be paid only what can be obtained for that milk less the cost of handling. The average price paid by 10 dealers in August was \$2.18 per hundred pounds compared with \$2.15 in July and \$2.50 in August a year ago.

Consumption of milk in Philadelphia, according to the Milk Research Council, was down 1.25 percent in July compared with a year ago, while cream consumption was up 7.32 percent, making a very slight gain in consumption on the basis of total milk equivalent. Consumption of both milk and cream were lower in the Boston and New York markets than in July a year ago. The Milk Industry Foundation reports that a decrease of 5.41 percent in daily average sales of fluid milk occurred in August as compared with August, 1937. During the same period there was a drop of 7.47 percent in milk company payrolls and a drop of 8.96 percent in employment.

Cream receipts at Philadelphia during the past few weeks have fallen below a year ago and the price of cream is now about 75 cents to \$1.50 less per 40-quart can of 40 percent cream than it was at the end of August.

The national situation reveals that production per cow as of September 1 was up 7 percent compared with a year ago, this increase being typical of all parts of the country. The number of cows on farms was about the same as in 1937. Excellent pasture was largely the reason for this increase as less grain was fed per cow.

Other fluid milk markets showed little change, New York being the one big exception, where the State-Federal marketing order went into effect on September 1. There was an increase of 35 cents per hundred in producer prices of Phoenix, Ari-

zona, and 10 cents at Wausau, Wisconsin. Decreases in producer prices occurred at Salt Lake City, which was down 28 cents, San Diego, California, and Roanoke, Virginia, each being down 7 cents per hundredweight. Retail prices are down at Los Angeles but the producer prices have not yet been determined.

Farm prices in general were down in August, grains dropping 10 points from July to the lowest level since 1933. Meat animals were down 8 points from July and down 36 points from August, 1937, while dairy prices for the country were up 1 point from July but down 15 points from August a year ago. Prices received by farmers for the nation were down 25 points and prices paid by them were down only 8 points from August of 1937.

The butter market continued steady as to price but with a more confident tone in the market. The net movement into storage has slowed up perceptibly during the past three weeks, although storage stocks are still being increased, indicating high production. Total production of butter in August was 167,000,000 pounds, up 20,000,000 pounds or 14 percent from August a year ago. The eight months production was 1,251,000,000 pounds, an increase of 96,000,000 pounds or 8 percent over 1937. All sections of the country participated in these increases. The price was maintained largely through the action of the Dairy Products Marketing Association which has purchased approximately 100,000,000 pounds since June. This represents about the extra storage supply above average and this activity will doubtless prevent any unusual increase in butter prices this winter. The purchase of 40,000,000 pounds of butter for relief distribution has been authorized.

Cheese production was up 7,000,000 pounds or 14 percent in August compared with a year ago and the production for the first eight months of the year was 391,000,000 pounds, a 49,000,000 pound or 14 percent increase over the corresponding 1937 period.

Evaporated milk supplies on hand on September 1 totaled 419,000,000 pounds, which is 58 percent greater than last year and 96 percent greater than the 1933-1937 average. Production in August was 180,000,000 pounds. The August price of evaporated milk was \$2.71 per case of 48 cans, down 6 cents from July

and down 35 cents from August a year ago. Prices paid producers by evaporators averaged \$1.15 for 3.5 percent milk in August, which was 1 cent under the July price and 37 cents under the August, 1937, price.

Dry milk production also showed a substantial increase over a year ago, with correspondingly large storage supplies. August production was 26,000,000 pounds compared with 20,000,000 in 1937, while the storage stocks were 55,000,000 and 40,000,000 pounds respectively. Prices of dry skim milk increased from 4.45 cents to 4.6 cents per pound from July to August. The Federal Surplus Commodities Corporation bought a total of 219 carloads or 8,641,480 pounds of dry skim milk for relief distribution. Of this amount 142 carloads were made by the spray process and the remainder by the roller process. This represents approximately 100,000,000 pounds of fluid skim milk.

Exports of both butter and cheese were greater than in 1937, while imports of both products were smaller. 159,000 pounds of butter were imported compared to 142,000 exported in August, while cheese imports were slightly more than 4,000,000 pounds compared with 52,830 pounds exported. Most of the cheese imports were of the fancy foreign varieties.

Feed supplies appear to be very large for the coming season. The amount of feed grain available per animal unit is somewhat larger than a year ago, due partly to the large carry-over from the past season and also helped by the good crops of the past summer. The Bureau of Agricultural Economics estimates that there is 16 percent more hay available for the coming season than for a year ago. Late reports from the same source indicate increases in prices of feed stuffs over the country as a whole. Local feed prices showed a slight downward trend although gluten feed and corn meal advanced from August to September and linseed meal is substantially higher than a year ago. See tabulation on page 6 for further details on feed prices.

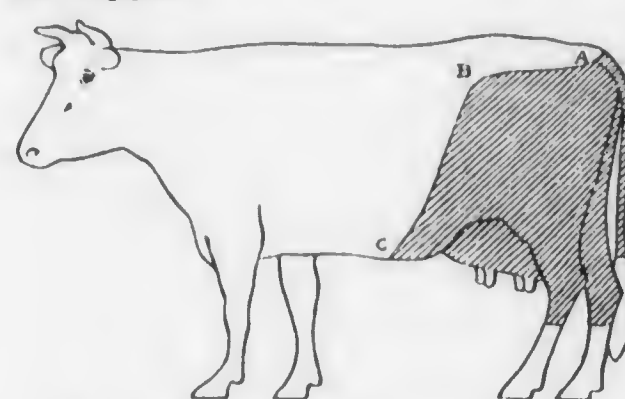
In life, it is just as important to forget some things as it is to remember others—and keep right on keeping on.

Save November 17-18—
Annual Meeting

October, 1938

Clip Cows This Fall

It is recognized by dairymen everywhere that a cow can be kept clean more easily and with less danger of foreign matter getting into the milk if the udders, flanks, and thighs of the cow are kept clipped. There is often a difference of opinion, however, as to the exact extent to which a cow should be clipped.



We recommend that the hair on the parts shown on the accompanying sketch be clipped regularly. These may be described briefly as from A, the root of the tail, to B, hip bone, to C, the point about 8 inches in front of the udder. Both sides as well as the udder and belly should be clipped.

Clipping should be repeated whenever the hair becomes long enough so that chaff and other dirt may cling to it.

Meeting Calendar

October 6, 7 and 8—New Holland, Pa., community exhibit.
October 7—Kirkwood, Pa., farm show.
October 8-15—National Dairy Exposition, Columbus, Ohio.
October 11, 12 and 14—Columbia, Pa., harvest home exhibit.
October 12, 13, 14 and 15—Ephrata, Pa., farm show and street fair.
October 20-22—Mt. Joy Community Exhibit, Mt. Joy, Pa.
October 20-22—Lititz Community Exhibit, Lititz, Pa.
November 14-16—National Cooperative Milk Producers' Federation twenty-second annual convention—Cincinnati, Ohio.
November 17-18—Annual meeting—Inter-State Milk Producers' Cooperative—Benjamin Franklin Hotel, Philadelphia, Pa.

A man sat with a fishing pole and line over a flower bed on the grounds of an institution.

A visitor, wishing to be friendly, addressed the man:

"How many have you caught today?"

"You're the ninth," replied the inmate.

He: "Did you ever run across a man who at the slightest touch would cause you to thrill and tremble all over?"

She: "Yes, the dentist."

—Orange Owl.

Many complain of their memory, few of their judgment.

CALENDAR Of Local Meetings

District 2

West Windsor Local—Allentown School—7:30 p.m., October 18.

District 4

Snow Hill Local—Court House—7:30 p.m., October 4.

District 8

Anselma Local—Schoolhouse—7:30 p.m., October 7.
Byers, Coventryville, Downingtown, Kimberton and Lyndell Locals, Joint Meeting—Lyndell Grange Hall—8:00 p.m., October 13.
Coatesville Local—Coatesville Y. M. C. A.—7:45 p.m., October 10.
Morgantown Local—High School—7:45 p.m., October 6.

District 9

Kirkwood Local—Kirkwood School—7:30 p.m., November 3.
Middletown Local—Middletown High School—7:30 p.m., October 21.
Newark Local—Wolf Hall—7:30 p.m., October 20.
Townsend Local—Townsend School—7:30 p.m., November 4.

District 10

Bay View Local—Mechanics Hall—7:30 p.m., October 10.
Cecilton Local—Parish House—7:30 p.m., October 19.
Elkton Local—Courthouse—7:30 p.m., October 25.
Providence Local—Red Men's Hall, Cherry Hill—7:30 p.m., October 24.
Rising Sun Local—High School—7:30 p.m., October 18.

District 11

Cochranville Local—W. Fallowfield Twp. Vocational High School—7:45 p.m., October 14.
Kemblesville-Landenbergl Local—Methodist Church Hall—7:45 p.m., October 17.
Oxford Local—Oxford Grange Hall—7:45 p.m., October 12.
Quarryville Local—Drumore Center Hall—7:45 p.m., October 19.
Southern Lancaster Local—Oakryn Hall—7:45 p.m., October 21.

District 13

Marklesburg Local—Town Hall—7:30 p.m., October 4.
Warrior's Mark Local—High School—7:30 p.m., October 5.

District 15

Avongrove Local—Grange Hall, Avondale—8:00 p.m., October 11.
Kennett Square Local—Kennett Library—8:00 p.m., October 14.
West Chester Local—Goshen Grange—8:00 p.m., October 12.

District 25

Martinsburg Local—8:00 p.m., November 2.
Middletown Local—High School—8:00 p.m., October 24.
Washington Co. Local—Parrish House, Lappans, Md.—8:00 p.m., October 25.
Waynesboro Local—Washington Twp. High School—8:00 p.m., October 26.

District 26

Chambersburg Local—Stoufferstown School—8:00 p.m., October 28.
Fulton County Local—Grange Hall, Mercersburg—8:00 p.m., November 3.
Mercersburg Local—High School Auditorium—8:00 p.m., October 27.
Path Valley Local—High School, Dry Run—8:00 p.m., November 4.

10 Days' Trial

Get a genuine Andis electric clipper at lowest price in history. Easier to operate, more powerful fan-cooled, dust-sealed motor. Clips horses, mules without chance of adjustment. 110 V. A.C. DC. only \$17.50 postpaid. Special voltages \$2 extra. At your dealer's, or send only \$1 (specify voltage required) - pay balance later. Money Back if not delighted after 10 days' trial.



PICTURE CONTEST

Open to:

Members of Inter-State and Their families

Prizes:

One dollar for each contest picture used on inside page
Five dollars if picture is used on front page

Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others on its merits
Description of picture (brief)
Identification of sender



SEPTEMBER, '38 BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	26 1/4	26 1/4	25 1/2
2	26	26 1/4	25 1/2
3	26	26 1/4	25 1/2
4	26	26 1/4	25 1/2
5	26	26 1/4	25 1/2
6	26	26 1/4	25 1/2
7	26	26 1/4	25 1/2
8	26	26 1/4	25 1/2
9	26	26 1/4	25 1/2
10	26	26 1/4	25 1/2
11	26	26 1/4	25 1/2
12	26	26 1/4	25 1/2
13	26	26 1/4	25 1/2
14	26	26 1/4	25 1/2
15	26	26 1/4	25 1/2
16	26	26 1/4	25 1/2
17	26	26 1/4	25 1/2
18	26	26 1/4	25 1/2
19	26	26 1/4	25 1/2
20	26	26 1/4	25 1/2
21	26 1/4	26 1/4	25 1/2
22	26 1/4	26 1/4	25 1/2
23	26 1/4	26 1/4	25 1/2
24	26 1/4	26 1/4	25 1/2
25	26 1/2	26 1/4	25 1/2
26	26 1/2	26 1/4	25 1/2
27	26 1/2	26 1/4	25 1/2
28	26 1/2	26 1/4	25 1/2
29	26 1/2	26 1/4	25 1/2
30	26 1/2	26 1/4	25 1/2
Average	26.14	26.25	25.50
Aug. '38	26.00	26.25	25.50
Sept. '37	35.48	34.98	34.11

Dealer: "You have quite a variety of plants in your garden, but why are they all labeled 'May Flower'?"

Farmer: "You see, old man, they may flower and they may not."

Removing Milk Stone

A frequent trouble encountered by dairymen in the care of their milk cans and pails is the formation of milkstone. This trouble can be prevented largely by thorough cleaning, after every use, with a good, soapless washing powder dissolved in hot water and accompanied by a brisk brushing with a stiff fibre brush or with a copper or bronze sponge.

At times, however, it becomes necessary to remove a formation of milkstone and the Dairy Cooperative Association of Portland, Oregon, recommends to its members the following method:

There are several ways that milkstone may be removed. The most effective and easiest way of removing it, as we have experienced, is to fill the milk cans full of hot water, 175° to 190° F. with 2 to 3 tablespoons full of tri-sodium. This should soak from one to two hours. Then a stiff brush used on the inside of the can will take off the milkstone that is made soft by the tri-sodium solution. Cans should then be rinsed with water leaving a clean surface.

Should any Cooperative member have had successful experience in removing this deposit on milk cans and pails by some other practical and safe method we should be glad to have the results of his experience to pass on to other members.

Rural Talent Festivals Will Be Held Soon

Many Inter-State locals have been active and interested in the county festivals in dramatics, music, and folk games which for the past eight years have been held in almost every Pennsylvania county. This cultural arts program is conducted under the auspices of the county agricultural extension service and has as its purpose the development of talent, the providing of wholesome fun, the stimulation of good quality programs in recreation and entertainment, as well as the educational value.

The county festivals will likely be held sometime during the fall. Any adult rural organization may participate. Churches, P. T. A.'s, Sunday schools, granges, cooperative locals, youth groups, lodges, and other rural groups usually engage in the rural talent activities.

One-act plays and short pageants are used in the dramatic phase of the festival. Music activities consist of small vocal groups, choirs, choruses, verse speaking choirs, instrumental groups, square dance sets, and folk game groups. All groups must have at least three members.

MORE MILK FROM YOUR HOME GRAINS

by supplementing with

BEACON "24"

WE make a Beacon 24% Ration with molasses (Beacon Sweet "24") and one without molasses (Beacon Dairy Ration). The ingredients in both rations are selected, proportioned and blended according to the latest scientific knowledge and practical experience in dairy cattle feeding.

A Beacon 24% Ration used with your home grains—

1. Balances their proteins.
2. Corrects their mineral deficiencies.
3. Makes them more palatable by adding a wide variety of valuable ingredients.

How to Use a Beacon "24".

For best results in supplementing home grains, we recommend the following proportions—

Kind of Hay	Timothy	Good Mixed or Fair Legume	Good All-Legume
Beacon "24"	1500 lbs.	1100 lbs.	900 lbs.
Corn	300 "	600 "	700 "
Oats	200 "	300 "	400 "
	2000 lbs.	2000 lbs.	2000 lbs.

Wheat can replace corn up to 300 pounds. Barley can replace corn or half the oats.

For more complete information on how to supplement and feed your home grains write to

The Beacon Milling Co., Inc.
Cayuga, New York



BEACON Dairy Feeds

Last year more than 300 rural organizations were represented in drama and music work in the state. With the growing interest in this activity even more groups are expected to avail themselves of the opportunity of developing their own talent and providing their own recreation.

Although the festivals will not be held until late in the fall, plans should be under way now. Interested groups should notify the county agricultural extension office immediately but selections of numbers may be made later.

"Your mouth is certainly pretty."
"Yes, I'll put it up against anybody's, anytime." —Parrot.

A man looking for trouble needs no search warrant.

Cultivating the Co-Operative Urge

Cooperation, to be effective, should be practiced not occasionally, but consistently; not furtively, but courageously. Its purest fruits are for those who show their colors boldly and zestfully! Yes—and frequently! It cannot be expected to become a way of life overnight, of course. Like any action, good or bad, it becomes after a while a habit—then a passion—and finally a rule of conduct. The point we make is that you must visit the well often—and hopefully. No one can do it for you! You may read many volumes about Co-operation, yet gain a greater thrill through one personal contact where you taste the water for yourself.—*Co-op Review.*

INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION

Vol. XIX

Philadelphia, Pa., November, 1936

No. 7

M. C. Bond,
Agr. Econ. Building,
Cornell University,
Ithaca, N. Y.



Emblematic of Our Day of Thanks

Cooperative Leaders Urge Giving Members The Facts

A THOROUGH study of factors creating resistance to cooperative membership, and programs of membership relations designed to counteract these deterrents to cooperative growth, occupied the attention of delegates to the American Institute of Cooperation's recent session at the State College of Washington and the University of Idaho.

The need for trained membership relations workers for the further education of cooperative members in the principles of cooperation was pointed out in a paper by Robert J. Prior, director of Public Relations of the United Dairymen's Association, Seattle.

Keep Young Folks Informed

"The actual need for paid membership relations workers," it was stated, "depends upon the size of the cooperative, area covered by the association, number of members, and the type of cooperative involved. Success of the relations work will depend upon the personality of the worker, his understanding of the members' problems, and his ability to discuss them in an understanding manner."

A concise message was brought by T. B. Claussen, of the Cooperative Grange League Federation Exchange, Ithaca, New York.

"Go out and get the young men," he said. "We must align ourselves with the young men of our territory between the ages of 18 and 30, who are now entering farming and expect to stay with it," Mr. Claussen said. "Some day they will be in the drivers seat. Instruction before they actually take over full control is important."

Build On Confidence

According to G. H. Anderson of Seattle, "absolute frankness should be the watchword of the cooperative press. Nothing stimulates loyalty more than confidence, and nothing builds confidence more than frankness in the discussion of problems and policies," he said.

Mr. Anderson, who is director of relations of the Washington Cooperative Egg and Poultry Association emphasized the importance of house organs in dissemination of cooperative information.

Paul S. Armstrong of Los Angeles, general manager of the California Fruit Growers Exchange keyed his address with a fundamental principle of cooperative membership relations:

"To meet the ever-present need for telling the story of cooperation's benefits over and over again, there is no method that can even approach the effectiveness of work done by members and their directors themselves in dispelling misunderstanding among fellow members, and in placing the facts about their cooperative before friends and neighbors."

WHERE NEXT??

The future course of YOUR Inter-State Milk Producers' Cooperative will be charted at the Annual Delegate Meeting. Come in person and help point the way.

More About Milk Stone

We gave you, in the October issue of the REVIEW, the recommendations of a dairy cooperative on the Pacific Coast for removing milk stone from the surfaces of milk cans and pails. We have had brought to our attention, from two different sources, other methods which, it is asserted, will be equally effective and much less severe on the utensil itself.

These parties stated that hot solutions of tri-sodium phosphate, as previously recommended, will tend to attack the tin coating on metal equipment, thus exposing the cans and pails to rust. The methods these folks recommend (they are practically identical) are to use the respective dairy cleaners in water of about 110 degrees, soaking for 10 to 15 minutes. These newly developed cleansers will, if used according to manufacturer's directions, so soften the milk stone in that time that it can easily be removed with a stiff bristle brush or a copper or bronze sponge.

Prevention Is Simple

In every instance it is far better to prevent the formation of milk stone than it is to go to the trouble of removing it after once formed. The recommendations for preventing the formation of milk stone are briefly as follows:

1. Rinse all utensils with clean water, cold or lukewarm, immediately after milking.
2. Scrub the utensils with a stiff brush, using a warm to hot solution of the cleaner, made according to manufacturer's directions.

Milk Producers Federation Meets at Cincinnati

DAIRY leaders representing 360,000 farm families will meet at Cincinnati, Ohio, November 14-16, at the twenty-second annual convention of the National Cooperative Milk Producers' Federation. This Federation has a membership of 61 separate dairy marketing cooperatives which do business in practically every state in the union.

Marketing Problems

The Federation convention will discuss dairy marketing from the viewpoint of the producers of dairy products. Representatives will be officials of fluid milk, butter and cheese cooperatives, as well as organizations manufacturing other dairy products or several types of dairy products. In addition, many organization problems of dairy cooperatives will be discussed. The relation of cooperatives to Federal and state milk control and other farm programs will be brought before the convention.

The president of the Federation is N. P. Hull of Lansing, Michigan, who is also president of the Michigan Milk Producers' Association. The secretary is Charles W. Holman of Washington, D. C.

Inter-State Represented

The Inter-State Milk Producers' Cooperative will be represented by its president, B. H. Welty, who is also a director of the Federation; by F. P. Willits, who is an honorary life member of the board of directors of the Federation; and by O. H. Hoffman, Jr., general manager of the Cooperative.

The plan for the convention calls for several joint sessions in which all present will participate. Due, however, to the many subjects and the short time, it is necessary to hold separate conferences in order to cover the entire program. At least two special conferences on milk bargaining, on manufacturing dairy products, and on milk distribution by cooperatives are being planned. Mr. Welty will be chairman of one of the sessions on milk bargaining. The meeting on Wednesday, November 16, will be the executive business session of the Federation.

New developments and market trends will be thoroughly analyzed and discussed as they pertain to fluid milk, butter, cheese, evaporated milk and other manufactured dairy products.

A program of particular interest, because of recent developments in

the field, will center around the problems and programs of farmer-owned milk distributing groups which market milk both wholesale and retail in various cities in the United States in competition with private milk dealers.

Speakers for the conference hail from widely separated parts of the nation, coming from as far East as New York City and as far West as Los Angeles. In addition, one of the headlines on the program will be H. B. Cowan of Ontario, Canada, who will discuss milk marketing programs of Canada, Australia and New Zealand, he having recently returned from an extensive trip to the latter countries. Among the other speakers will be Dr. E. W. Gaumnitz, Chief of the Dairy Section of the Agricultural Adjustment Administration and Dr. O. E. Reed, Chief of the Dairy Bureau of the United States Department of Agriculture.

Start National Campaign To Reduce Butter Surplus

"To reduce the record-breaking surplus of unconsumed butter in the United States a nation-wide cooperative sales promotion campaign will be inaugurated November 10."

"Participating in this drive," according to Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation, "will be approximately 37,000 retail stores owned by the corporate chains associated with the National Association of Food Chains and 153,000 retail stores associated with the Independent Distributors' Council."

"The new drive will be directed particularly toward the moving of butter into consumption of which on October 1 there were 210,000,000 pounds of visible stocks on hand. This was approximately 75,000,000 pounds above the five-year average and was an all time high of surplus stocks. Particular emphasis will be given by the stores to sales drives the weeks of November 10-16, December 8-14 and January 12-18."

"Cooperating with the stores will be the organized groups of dairy farmers and practically the entire commercial side of the dairy industry. This will also include the activities of educational branches of the industry, such as the National Dairy Council and the Milk Industry Foundation."



Scott Gray and his playmate are the subjects which win our attention in this picture sent by Mrs. J. A. Gray, Rising Sun, Maryland.

"While attention will be given to moving all types of dairy products of which there are accumulated surpluses, emphasis is being placed upon the butter situation because in the long run the accumulation of butter surpluses most nearly reflects the total surplus situation with regard to the entire supply of dairy products."

"This campaign is being launched at a time when the consumer will be assured of low prices. Present wholesale prices of butter are very low. In fact, I am advised that at only four other times since 1908 in this season of the year have butter prices touched the present low level."

Farmers' Co-op Business Exceeds Two Billions

America's farmer-owned and controlled marketing and purchasing cooperatives do an annual gross business of more than two billion dollars, according to figures compiled in a nationwide survey sponsored by the Farm Credit Administration's 12 district Banks for Cooperatives and 30 state colleges and universities. Basing their study on the year 1936, the survey takers found that the gross cooperative business, including both wholesale and retail sales, amounted to approximately 2 3/4 billion dollars. With elimination of all duplication caused where commodities were handled two or more times, the co-ops still show a net volume of nearly \$2,100,000,000, a figure which represents more than one-quarter of the total farm income for the year studied.

My analyze over the ocean,
My analyze over the sea,
Oh, who will go over the ocean,
And bring back my anatomy?

Some men grow, others merely swell.

MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

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New York Market Order Meets General Approval

Reports from the New York milk shed indicate that the joint Federal-State marketing program for that area is working out very satisfactorily to producers. The September payment for milk, it is estimated, was approximately \$1,500,000 greater through the price increases made effective in the marketing order.

Fred H. Setauer, president of the Dairymen's League, made the statement that the returns in September were higher by 56 cents or more per hundredweight than for the previous

month. This increase was effective in spite of an unusually high production in September which meant that more of the milk had to go into the lower classifications with their lower prices.

The price paid producers in the 201-210 mile zone was \$1.83 for 3.5% milk (equal to \$2.03 for 4% milk).

Some minor difficulties were experienced in administering the order and legal steps were taken to compel compliance by a few dealers who had refused to pay into the equalization fund.

**If you want to get the
feel and the spirit of the
Inter-State Milk Producers'
Cooperative you will
surely attend the Annual
Meeting November 17-18.**

4-H Teams at National Dairy Show

The 4-H dairy demonstration contest at the National Dairy Show at Columbus, Ohio, October 8-15 resulted in the Maryland State champion team winning fourth place in the Eastern division of the National contest. This team was followed closely by the state champion teams from Pennsylvania and Delaware.

The subject of the Maryland demonstration was "Clean Milk" and the team members were Catherine Stiles and William I. King of Allegany county. The Pennsylvania team, consisting of Joseph Waltman and Clifford Wentzler of Lycoming county, demonstrated the proper method of "Cleaning Dairy Utensils", while the Delaware team, Horace Ginn and William Buckworth of New Castle county, demonstrated "The Production of Clean Milk".

The Pennsylvania team was selected to put on their demonstration before the ringside throng on Tuesday afternoon of show week. The regular dairy cattle judging was stopped for fifteen minutes for this purpose.

In the 4-H dairy cattle judging contest the Maryland team, consisting of Page Ifert, Louis McL. Merryman, Jr., and Charles Hall, Jr., placed ninth among twenty-four contestants, while the Pennsylvania team, from Washington county, consisting of Howard and Hobart Swart and Edw. Walker, Jr., placed twelfth. Delaware was not represented in this contest.

"What constitutes a successful business man?"

"A man who has the horsepower of an optimist and the emergency brakes of a pessimist."

Temporary Quotas Removed

With the normal shortening of production at this season the supply of milk fell quite rapidly during October. This reduction enabled both the Supplee-Wills-Jones Milk Company and Abbotts Dairies to remove the temporary production quotas which had been placed in effect on September 16 and October 1, respectively.

The quotas were removed on October 16. Abbotts Dairies, in announcing their removal, also announced that no milk would be considered as excess. In other words, all October deliveries by producers supplying them would be placed in the regular classifications.

The temporary quotas established by Harbison Dairies on July 27, and which were found necessary because of the excessive receipts beyond the needs of their business, were also discontinued late in October.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Acts of Congress of August 24, 1912, and March 3, 1933 of INTER-STATE MILK PRODUCERS REVIEW published monthly at Philadelphia, Pennsylvania, for October 1, 1938.

Before me, a notary public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia, Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. No stockholder owns as much as one percent of the total amount of stock. President—B. H. Welty, Waynesboro, Pa. R. 4. Vice-President—A. R. Marvel, Easton, Md. Secretary-Treasurer—I. Ralph Zollers, 401 North Broad St., Philadelphia, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. E. JAMISON, Editor.
Sworn to and subscribed before me this 12th day of September, 1938.
Edwina M. Froelich
(My commission expires March 9, 1941.)

The Real Source Of Surplus Milk

Which cows produce the surplus milk? It is sometimes said casually that the high producing cows are guilty of this crime against orderly marketing. That's not the right answer.

The high producers do give more milk but they make more money for their owners while doing it and, after all, it is cash we are after rather than the fun of milking or the doubtful privilege of wrestling a lot of milk cans morning and evening.

It is obvious, therefore, that the more money we can make from a given number of cows the better off we are. Or, the fewer cows it takes to earn any certain amount of money above the cost of keeping the cows, the better off we are.

Not nearly as many cows are needed to earn \$1000 above feed costs if they each produce 10,000 pounds of milk a year as would be needed if the cows produced only 5,000 pounds each, with the butterfat test the same. A few good cows taken together will produce less total milk than the much larger number of poor cows needed to make the same return above feed costs.

It is really the poor cows that produce the surplus. In fact they produce a lot more surplus milk than they do profit above feed costs and we are really interested in profit. Getting rid of low-producing cows is good business.

Plant Management Book Revised By Mortensen

"Management of Dairy Plants" is the title of a book just off the press and written by M. Mortensen, Professor of Dairy Industry at Iowa State College. This book covers, in considerable detail, the problems faced by dairy companies from the organization of the firms to the matter of advertising, credits, and collections. Several chapters are devoted to the construction of various types of dairy plants, including sewage disposal, refrigeration and power.

The type of employees, the method of securing supplies of milk and cream, the handling of such products through the plant and the marketing of the output of the plant are all discussed, some of the steps being sub-divided into several chapters.

This book (price \$3.00) is published by the Macmillan Company of New York City.

The habit of going to the bottom of things usually lands a man on top.



I. W. Heaps, 1873-1938

Taken from us on October 16, Isaac Wallace Heaps leaves a record which will serve as an enduring monument of service to the dairy industry. He was, at the time of his death, the executive head of our neighbor milk cooperative in the Baltimore market and was known by many members of our own Cooperative.

With the organization of the Maryland State Dairymen's Association in 1918, Mr. Heaps was elected secretary-manager. He served in that capacity until its reorganization two years ago as the Maryland Cooperative Milk Producers, Inc., which organization he served in a similar manner until his death. This establishes a unique and outstanding record of continuous service as an active executive of a dairy marketing cooperative.

As a cooperative manager Mr. Heaps was a singular success. He was the guiding spirit of the cooperative which served our neighboring milk shed and under his guidance the members were served unusually well. That organization possesses a reserve financial strength which marks it as outstanding.

Mr. Heaps was born November 10, 1873, on a farm near Pylesville, Harford county, Maryland. Starting farming at the age of twenty-two, he has ever since been identified as a milk producer. In addition to dairying he engaged in many other types of farm work, including sales work for a farm machinery firm. He served six years, 1912 to 1918, as County Commissioner of Harford County.

The passing of Mr. Heaps is a loss not only to the members of the Maryland Cooperative Milk Producers, Inc., but also to all dairy cooperatives of the country and, in fact, to the entire dairy industry.

Wheat An Economical Feed For Dairy Cows

Prevailing low prices of wheat make it an economical feed for dairy cattle, says R. H. Olmstead, Dairy Extension Specialist at Pennsylvania State College.

"Wheat is a desirable feed for it is nutritious and quite palatable," he explains. "In feeding value it compares very favorably with corn or barley. Because the kernels are hard and small, it is advisable to grind or roll the grain."

He warns that ground wheat fed alone forms a sticky, pasty mass in the animal's mouth and stomach and suggests that it make up not more than one-fourth to one-third of the grain mixture. Wheat does not take the place of bran as their effect on an animal's digestive tract may be considerably different. Wheat is rather heavy and pasty, while bran is light, cooling and laxative.

Effective Advertising

The Twin City Milk Producers Association of Minneapolis and St. Paul adopted a unique and effective method of advertising milk on Children's Day at the Minnesota State Fair. Plans were worked out in cooperation with the milk dealers who gave the children free tickets to the grandstand.

Fifty milk trucks were paraded before the children, then lined up in a special area. Paper bottles of milk containing one-third quart each were handed out free to the children.

It is reported that an immediate increase in milk consumption was noted. The cost of this advertising was less than a one-page advertisement in a single newspaper.

"One Man-One Vote" Plan Favored By Cooperatives

The "one member-one vote" principle, generally accepted as an ideal basis of voting under most conditions, is used by 86 per cent of all farmers' co-ops in the United States, according to a survey by the Farm Credit Administration. Ownership of stock or other membership equity determines the voting privilege in 12 per cent of the co-ops, and 125 associations have a setup in which patronage alone, or a combination permitting one vote to each member plus patronage votes, governs the voting.

"You sold me a car two weeks ago."

"Yes, sir."

"Tell me again all you said about it then. I'm getting discouraged."

Prices Paid for 4.0% Milk By Philadelphia Dealers

Weighted Averages, Sept., 1938

Abbotts Dairies.....	\$2.26
Baldwin Dairies.....	2.36
Breuninger.....	2.76
Wm. Engel Dairy.....	2.85
Gross Dairy.....	2.67
Hamilton Dairies.....	2.69
Hutt & Kempf.....	2.37-2.33
Missimer.....	2.64
Mosebach Dairies.....	2.57
Scott-Powell.....	2.43
Supplee-Wills-Jones.....	2.32
Sypherd Dairies.....	2.50

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, September and October, \$2.96; Class I Grade A, September and October, Grade B price plus butterfat and bacteria bonuses, or \$3.36.

Class II, September & October, \$2.00
Class III, September & October, \$1.25

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡September only.

The September average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

Class III Prices—4.0% Milk

MARKET	SEPT. & OCT.
Phila. (Penna. rec. sta.)	1.10
Md. & Del. Stations	1.12
Other Penna. Markets	1.15
Wilmington	1.12

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Tractor Do Double Duty

A generation ago farm tractors were used almost exclusively for draw-bar and belt work, and worked on the average only 150 to 200 hours a year. Nowadays, according to W. M. Hurst, of the Bureau of Agricultural Engineering, a work year of 500 to 750 hours is common, and introduction of rubber tires to put tractors on the highways as well as in the fields is likely to increase the number of hours of service that farmers get from this equipment.

Nearly half the general-purpose farm tractors manufactured last year traveled on rubber tires. Pneumatic tires provide farmers with what amounts to a combination of tractor and motortruck equipment, with outlay for only a single engine.

Classification Percentages—September, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	56	—	25	19	81.7% of Class I
Baldwin Dairies.....	64	—	13	23	58% of Prod.
Blue Hen Farms.....	67.2	—	10.7	22.1	—
Breuninger.....	87	—	7	6	—
Clover Dairy Co.....	67.5	—	11.45	21.05	51% of Prod.
Eachus Dairy.....	85	9	6	—	—
Engel Dairies.....	91	—	9	—	—
Fraims Dairies.....	70.87	—	10.5	18.63	—
Gross.....	79.16	—	20.84	—	73.2% of Prod.
Harbison Dairies.....	83	—	9	8	61% of Class I
Hernig.....	50	—	50	—	—
Hoffman.....	36.6	2.9	60.5	—	—
Keith's Dairy.....	78.92	2.41	18.67	—	—
Martin Century Farms.....	*84.43	—	*15.57	—	81.38% of Prod.
May's Dairy.....	55	2	—	43	—
Missimer Dairies.....	77.14	—	22.86	—	—
Mosebach Bros.....	70.95	—	5.93	x23.12	—
Nelson Dairies.....	60	—	29	11	—
Penn Cress.....	42.8	2.2	55	—	—
Scott-Powell.....	63	—	35	2	73% of Prod.
Stegmeier, Clayton.....	54	3	43	—	—
Supplee-Wills-Jones.....	61.36	—	16.7	21.94	88% of Class I
Sypherd's Dairies.....	72.7	—	8.5	18.8	—
Turner & Wescott.....	52	—	41	7	—
Waple Dairies.....	93.5	4.4	—	2.1	—
Wawa Dairies.....	72	—	17	11	—
Ziegler Dairies.....	60	19.2	2.1	18.7	—

NEW JERSEY

	Norm	Cream	Excess
Abbotts "A".....	100	—	Balance
"B".....	97.7	2.3	Balance
Castanea Dairies "A".....	82% of Norm	18% of Norm	Balance
"B".....	98% of Norm	2% of Norm	Balance
Scott-Powell.....	98.3	1.7	Balance
Supplee-Wills-Jones.....	100	—	Balance

*Martin Century paid September, Class I, 66.45% at \$2.79 and 17.98% at \$2.98; Class II, 12.25% at \$1.47 and 3.32% at \$1.51. (Prices for 4% Grade "B" milk, f.o.b. Lansdale. x1.25% of this used in Class V, same price as Class III.)
†29.2% bought at Altoona Class I price; 7.4% at Huntingdon Class I price.

Feed Price Summary for October, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	October 1938 (\$ per T.)	Sept. 1938 (\$ per T.)	October 1937 (\$ per T.)	% Change Sept. 1938 Oct. 1937	Oct., 1938 compared with Oct. 1937
Wheat Bran.....	24.76	24.84	29.54	-32	-16.18
Cottonseed Meal 41%.....	34.91	35.26	35.96	-99	-2.92
Gluten Feed 23%.....	28.89	31.12	32.73	-7.17	-11.73
Linseed Meal 34%.....	48.77	49.93	44.24	-2.32	+10.24
Corn Meal.....	28.89	30.85	39.25	-6.35	-26.39
Mixed Dairy Rations: 16%.....	29.50	29.13	32.66	+1.27	-9.68
24%.....	34.65	35.08	37.03	-1.23	-6.43
32%.....	38.21	37.54	40.05	+1.78	-4.59
Brewer's Grains.....	27.29	26.90	31.93	+1.45	-14.53

Prevention Beats Cure

A new cure for pellagra has recently been discovered by scientists at the University of Wisconsin. This cure, nicotinic acid, relieves the effects of this disease which causes skin eruptions, indigestion, and nervous disturbances, often resulting in insanity and death.

More important than this cure, however, is the prevention of the disease and no preventative has been found which can equal the

use of adequate amounts of milk in the diet. The cure fails to remove the underlying causes of the disease, while liberal quantities of milk prevent it through proper nutrition.

Farmers' cooperative associations listed 16.4 per cent of their total income during 1936 as clear earnings, requiring 83.6 per cent of their income for operating expenses.

You can't make a hit with your bat against your shoulder.

November, 1938

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

September Averages and September and October Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in September	Class I Price Sept. and Oct.	Class II Price Sept. and Oct.
Philadelphia Dealers.....		see page 6	\$2.98	\$1.51
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$1.90	2.38	1.43
" " ".....	Curryville, Pa.....	1.95	2.47	1.44
" " ".....	Easton, Md.....	2.00	2.56	1.42
" " ".....	Goshen, Pa.....	2.05	2.63	1.46
" " ".....	Kelton, Pa.....	2.06	2.65	1.47
" " ".....	Kempton, Pa.....	2.04	2.62	1.46
" " ".....	Oxford, Pa.....	2.06	2.65	1.47
" " ".....	Port Allegany, Pa.....	1.90	2.38	1.43
" " ".....	Providence, Md.....	2.02	2.59	1.42
" " ".....	Spring Creek, Pa.....	1.87	2.34	1.42
Blue Hen Farms.....	Wilmington, Del.....	2.28	2.77	1.62
Breuninger Dairies.....	Richlandtown, Pa.....	2.45	2.62	1.46
Centerville Prod. Coop.....	Centerville, Md.....	1.98	—	—
Clover Dairy Company.....	Wilmington, Del.....	2.29	2.77	1.62
Delchester Farms.....	Edgemont, Pa.....	2.57	2.98	1.51
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.51
Eachus Dairy.....	West Chester, Pa.....	2.71	2.85	1.56
Fraims Dairies.....	Wilmington, Del.....	2.34	2.77	1.62
Harbison Dairies.....	Brandtsville, Pa.....	2.39	2.62	1.46
" " ".....	Byers, Pa.....	2.39	2.62	1.46
" " ".....	Carlisle, Pa.....	2.39	2.62	1.46
" " ".....	Hurlock, Md.....	2.34	2.56	1.42
" " ".....	Kimberton, Pa.....	2.39	2.62	1.46
" " ".....	Massey, Md.....	2.36	2.58	1.42
" " ".....	Millville, Pa.....	2.29	2.50	1.45
" " ".....	Rushland, Pa.....	2.39	2.62	1.46
" " ".....	Sudlersville, Md.....	2.36	2.58	1.42
Harshbarger, J. E.....	Altoona, Pa.....	2.58	2.96	1.56
Hernig, Peter.....	Boiling Springs, Pa.....	2.01	2.58	1.46
Hershey Creamery.....	Greencastle, Pa.....	1.40 1.30	—	—
Hershey Chocolate.....	Shippensburg, Pa.....	1.40	—	—
Highland Dairy Co.....	Chester, Pa.....	2.60	2.98	1.51
" " ".....	Doe Run, Pa.....	2.36	2.85	1.56
Hoffman's Dairy.....	Altoona, Pa.....	2.01	2.96	1.56
" " ".....	Huntingdon, Pa.....	2.01	2.85	1.56
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.51
Keith's Dairy.....	Altoona, Pa.....	2.68	2.96	1.56
Martin Century Farms.....	Lansdale, Pa.....	2.61	2.98	1.51
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.51
Nelson Dairy.....	Jeffersonville, Pa.....	2.35	2.98	1.51
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.12	2.96	1.56
Scott-Powell Dairies.....	Clayton, Del.....	2.16	2.60	1.42
" " ".....	New Holland, Pa.....	2.21	2.66	1.47
" " ".....	Pottstown, Pa.....	2.24	2.71	1.47
" " ".....	Snow Hill, Md.....	2.06	2.44	1.42
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.16(\$2.16 for all milk in Sept.)	—	—
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.31	2.96	1.56
Supplee-Wills-Jones.....	Bedford, Pa.....	2.00	2.47	1.44
" " ".....	Centerville, Pa.....	1.91	2.34	1.42
" " ".....	Chambersburg, Pa.....	2.05	2.55	1.45
" " ".....	Chestertown, Md.....	2.07	2.58	1.42
" " ".....	Duncannon, Pa.....	2.09	2.62	1.46
" " ".....	Hagerstown, Md.....	2.01	2.49	1.42
" " ".....	Harrington, Del.....	2.07	2.58	1.42
" " ".....	Huntingdon, Pa.....	2.04	2.53	1.45
" " ".....	Kennedyville, Md.....	2.07	2.58	1.42
" " ".....	Leaman Place, Pa.....	2.13	2.67	1.47
" " ".....	Lewistown, Pa.....	2.05	2.55	1.45
" " ".....	Mercersburg, Pa.....	2.05	2.55	1.45
" " ".....	Mt. Pleasant, Del.....	2.07	2.58	1.42
" " ".....	Nassau, Del.....	2.05	2.55	1.42
" " ".....	Princess Anne, Md.....	2.00	2.47	1.42
" " ".....	Red Hill, Pa.....	2.13	2.67	1.47
" " ".....	Townsend, Del.....	2.07	2.58	1.42
" " ".....	Waynesboro, Pa.....	2.05	2.55	1.45
" " ".....	Zieglerville, Pa.....	2.13	2.67	1.47
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.10	—	—
Turner & Wescott.....	Glen Roy, Pa.....	2.06	2.65	1.47
Waple Dairies.....	Tyrone, Pa.....	2.79	2.85	1.56
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.31	2.98	1.51
Ziegler Dairy Co.....	Reading, Pa.....	1.98	2.85	1.56

Secondary Markets

TRENTON

As in other surrounding areas milk production in the Trenton area during September was well in excess of regular needs. In order to cope with this situation a conference of the Trenton Sales Committee, representatives of the co-operating dealer and of the New Jersey Milk Control Board met and reduced norms $7\frac{1}{2}$ percent for September only. This move seemed necessary in order to keep the market right side up. Conditions in the area have improved materially during the last few weeks, with the supply reduced. As a result, all producers who meet sanitary requirements are enjoying a regular outlet.

To date, the West Windsor Local is the only one to have elected members to the Trenton Advisory Committee, returning Joshua Tindall and Alvin Satterthwaite as committeemen. This local will hold its next meeting at the home of Mr. and Mrs. J. K. Booth, Allentown, on the evening of December 1.

Producers who wish to discuss milk marketing matters can find Market Manager Frederick Shangle in his office, 19 West State St., Trenton, every Tuesday morning.

SOUTH JERSEY

Several producers supplying shore markets during the summer were turned off their market on September 1. The only outlet that could then be found was in the form of cream. Much of this cream had to be sold for manufacturing purposes at low prices. The members affected, however, received through the Cooperative the regular market price.

As a result of the abnormally heavy supplies of milk during the fall one dairy felt it necessary to lay off 12 members when temporary adjustments of norms could not be worked out. Arrangements were made through the Philadelphia office of the Inter-State, however, which saved the markets for these producers on condition that they comply with sanitary requirements which would permit their milk being sold in any part of the Philadelphia milk shed.

With the supply tightening up a few dealers are now looking for milk and all producers have a regular outlet. Several producers who experienced trouble with rejected milk called on the organization for

help. Samples were collected and tested in order to find the cause of the rejections.

The October meeting of the Executive Committee of the South Jersey Inter-State Milk Market was held at the Gloucester County Cooperative Building in Glassboro on October 18, with every member attending.

All locals of District 23 met at Daretown, N. J., the evening of October 28, with about 125 members present. Each local elected officers and delegates for the ensuing year. The report of the year's work in the Cooperative was given by I. Ralph Zollers, secretary-treasurer, while O. H. Hoffman, Jr., general manager, outlined future policies and programs which will be brought up for the delegates' consideration. The South Jersey Inter-State Milk Market report was given by Market Manager H. T. Borden.

Delegates from the district were authorized to vote in favor of increasing the commission as much as two cents per hundredweight, for the purpose of building up a market insurance reserve. Musical entertainment for the meeting was furnished by the John Elmer family of Bridgeton.

The Date—November 17, 18.

The Place—Benjamin Franklin Hotel.

The Event—Annual Meeting of Inter-State Milk Producers' Cooperative.

The best way to kill time is to work it to death.

Selling short is not having something you wish you didn't have.

BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Annual Meeting Banquet on November 17, we urge that tickets be purchased in advance so seating arrangements may be planned and provisions made for all who desire to attend.

Each banquet ticket carries a detachable stub, covering a request for seat reservations. Groups wishing to be seated together must mail or present their stubs as a group. This stub must be returned completely filled out to the home office of the Cooperative not later than November 12 so that proper seats may be assigned. Table assignments will be available at a special desk the day of the banquet.

After November 12 tickets can be purchased at the Cooperative offices, or at the Cooperative banquet desk at the hotel on November 17. Tickets are \$2.00 each which includes entertainment program.

Make your reservations at once in order to avoid disappointment.

The Banquet Committee



This picture of the Harry E. Gummo dairy herd returning for the evening milking wins a place in the Review picture contest for Mrs. Esther Gummo of Hollidaysburg, Pa.

"Mother, are you the nearest relative I've got?"
"Yes, dear, and your father is the closest."

Better an empty cow stall in the stable than a boarder cow in the stall. The empty stall saves both work and feed.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of September, 1938:

Butterfat Tests.....	3731
Plants Investigated (first half Sept.)	24
(second half Sept.)	37
Farm Calls.....	955
Non-Farm Calls.....	441
Herd Samples Tested.....	338
Brom-Thymol Tests.....	298
Microscopic Tests.....	121
Sediment Tests.....	5
Membership Solicitation Calls.....	120
New Members Signed.....	22
District Meetings.....	4
Attendance.....	161
Committee Meetings.....	6
Attendance.....	68
Other Meetings.....	7
Attendance.....	513

A Page For Inter-State Women

The Woman's Contribution To the Farm Business

By Dr. M. E. John, Assistant Professor of Rural Sociology, The Pennsylvania State College.

(Professor John is conducting a study dealing with what Pennsylvania farmers know about and think of the Inter-State. He and assistants interviewed about 1300 dairy farmers in Southern and Southeastern Pennsylvania during the past summer. This article describes some of his observations).

MR. Myers lives the second farm down the road. You will find him glad to talk to you. He is the best farmer in this part of the county," such was the reply given by a neighbor when I asked the location of the farm operated by Joseph E. Myers. On stopping at Mr. Myers' home I found him eager to supply the information called for in the study I was conducting. During the two-hour interview it became apparent that this man was every bit as good a farmer as his neighbor had indicated. In making other contacts with farmers in the community Mr. Myers' name was frequently referred to when good farming was mentioned.

Two Reasons For Success

After thinking over my visits in the community I was impressed with the fact that Mr. Myers was not only rewarded financially for his good farming but also had gained the respect and admiration of his neighbors. But hearing so many favorable comments as to Mr. Myers' farming raised a question; in fact, one that bothered me. I wondered just how much Mrs. Myers contributed to the success of this farming enterprise. For, if her assistance was significant, she certainly was not receiving her share of the credit. I decided to investigate the facts.

I was not surprised to find out that the farm was so successfully operated because of two reasons instead of one—because of the part taken by Mrs. Meyers as well as Mr. Myers.

Now what were Mrs. Myers' contributions. The farm was noted for its high quality milk which would not be produced without properly cleaned utensils. This she performed with regularity and thoroughness. But her most valuable contribution, according to Mr. Myers, was in "keeping the books". A complete set of farm records was

kept up-to-date by the everlasting patience of the lady. But she did more than keep the records, in addition she studied them over, discovering the story they told, so at the end of each year she knew what costs were too high and therefore where some of the weak spots in the farm business were. Without this help, according to Mr. Myers, he would not have become aware of many of his mistakes and could not have profited from past experiences.

Mr. Myers states that during the summer months he is unable to read the farm papers as thoroughly as he would like because of the pressure of the farm work, but Mrs. Myers somehow finds time to read the more important articles. The ones she feels that he should "by all means read" are marked and laid out. The digest of the others is passed on during the day's conversation.

The Garden and House

Like many farm women Mrs. Myers is responsible for the garden. During the past few years her other duties have multiplied and the men folks have had to assist in its care but she is still the supervisor. The poultry is handled in the same manner as the garden. Mrs. Myers cares for the small chicks and hunts the eggs while the men do the feeding.

The reader no doubt feels like interrupting to say, "Yes, but she probably has no children tagging at her apron strings who are always demanding her attention," or "She is probably a poor housekeeper." Any such conclusions are wrong. She is the proud mother of two girls; one in the fifth and the other in the eighth grade at school. And as to the house work, Mrs. Myers keeps her house in excellent order, she admits not in as perfect spick and span condition as it might be if she had no other responsibilities, but always livable and inviting.

One look at Mr. Myers will answer any questions concerning her ability to cook.

While visiting farm homes in conducting various research studies I have noticed a wide difference on the part of housewives as to their interest and knowledge of the farming problems facing their husbands. Many, to be sure, fall in the same class as Mrs. Myers while others seem to have little interest, apparently thinking that what happens about the farm makes no difference to them.

We must face the fact that farming is a family occupation and all shall profit or lose as the farm profits. If the son is going to get the new bicycle, the daughter the new dress and the wife those modern conveniences which she has always wanted the farm must yield sufficient profit to pay for them. Therefore it is to the advantage of every member to make whatever contribution he or she can.

Use Individual's Talents

The particular services rendered by the housewife will vary according to the talents and interest of both husband and wife. As Mr. Myers stated, "I never was so good at figures while they come easy to Mrs. Myers; therefore, she keeps the books." On other farms the man may keep the records while the woman takes over some other activity for which she is better suited and more needed. The important thing is that each family member discovers what activities he or she can perform in order to make the most significant contribution.

As children grow up and take over some of the responsibilities and as the farm practices change the particular duties performed by the older family members will also change but a woman who has an interest in farming and desires to contribute will always find ways to do so.

And men, if you read this article on the sly, remember that one of the returns we should secure from a job well done is the praise and credit which follows; so why not give the good wife credit for her valuable contributions?

Women's Session

10 A. M.

Benjamin Franklin Hotel

•••

Presiding—MRS. JAMES H. KENDALL, McConnellsburg, Pa.

Chairman, Women's Committee

Group Singing.....Led by MRS. BETTY ZOLLERS HEDRICK
Accompanist—MISS FLORENCE SCHULTZ

Welcome.....MRS. JAMES H. KENDALL

Speaker.....MISS HENRIETTE PRIBNOW
Director of Dietary Dept. Hahnemann Hospital, Phila., Pa.

"Do You Squander Nature's Gifts?"

Solo.....MRS. FRANCIS P. WILLITS
Chester Heights, Pa.

Greetings from the New Manager.....MR. O. H. HOFFMAN, JR.

Puppet Show.....Presented by Philadelphia Dairy Council Staff

Women's Committee

MRS. JAMES H. KENDALL.....McConnellsburg, Pa.

MRS. H. T. WILLIAMS.....Worton, Md.

MRS. S. W. STEARLY.....Collegeville, Pa.

MRS. A. B. WADDINGTON.....Woodstown, N. J.

MRS. FRANCIS P. WILLITS.....Chester Heights, Pa.

MRS. HOWARD DEAKYNE.....Smyrna, Del.

In New Zealand, Too

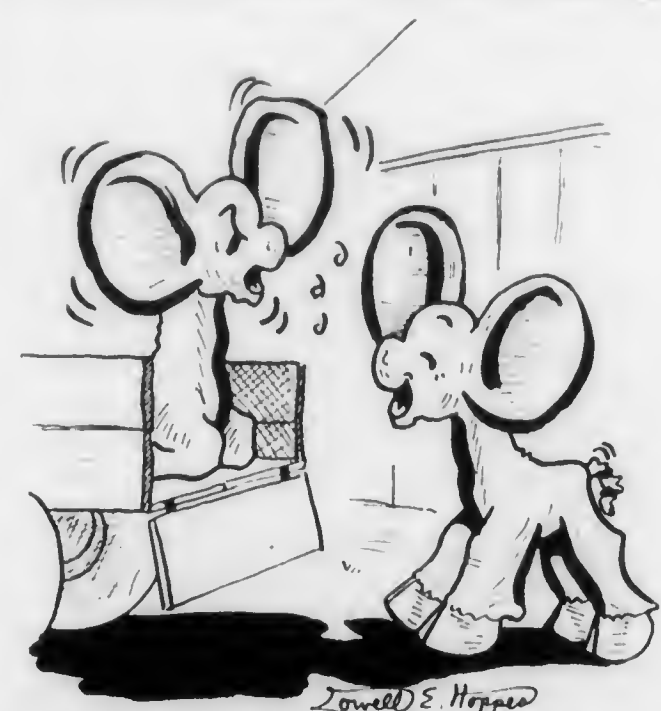
In an "essay" on the history of the cow, Mr. J. Kelliher, a New Zealand wit, got this off, in part, which is also applicable in America in certain respects:

"The most important part of the cow is the receptacle in which the milk is prepared and stored. This is called the udder. By a clever arrangement this is divided into four compartments, each with a separate tap. By this means the milk is divided at its source, so that one part goes to the landlord, one to the mortgagee, one to the Government, and one to the farmer. Sometimes one of the compartments will be defective, and in such cases the farmer is omitted.

"In recent years there has been a very commendable movement to improve the general standard of cows in New Zealand. The method adopted is simple, but very effective. Once a year every farmer selects the worst of his cows and sells them to other farmers. These are

called 'culls' except when you do this for yourself, in which case they are known as specially selected pedigree stock.

"There are two classes of cows—those that pay and those that don't." —*Jersey Bulletin.*



"I wish people would be a little more careful! I almost got shipped to Johnston the butcher instead of Johnston the dairyman!"

History of Cooperative Marketing In Heap's Book

The history of cooperative milk marketing is summarized briefly in "Twenty Years of Cooperative Milk Marketing in Baltimore" by the late I. W. Heaps. It is stated by T. G. Stitts, Economist in the Dairy Section of the Farm Credit Administration, that this book, in addition to being a record of the Maryland Cooperative Milk Producers, Inc., and its predecessor organization, the Maryland State Dairymen's Association, is also a record of Mr. Heaps. He was secretary-manager of the organization since its inception more than twenty years ago.

Mr. Stitts, in reviewing his book, says that "The author has portrayed the chaotic conditions prevailing in the Baltimore market before the existence of the cooperative association. Since many have forgotten or perhaps never knew the difficult circumstances with which the dairy farmers had to cope in those early days, the present generation is prone to overlook advantages gained by the pioneer cooperators which are now taken for granted. It is, therefore, both interesting and instructive to follow the description of the unblazed trail taken by the Maryland association in arriving at its present sound condition . . .

"Throughout the whole discussion, however, one gets the impression that the common sense of a practical farmer is being applied to the analysis and solution of complex milk marketing problems. The human problems, relationships of producers to their association, developing the support of milk dealers, and maintaining the confidence of public agencies are some of the points upon which he lays special emphasis . . .

"The association started with no funds and a small brokerage (commission); today it has a substantial income and a net worth of nearly a million dollars . . .

"A substantial reserve or insurance fund which is revolved on a six year plan, is another feature of the association's financial organization which is strongly recommended . . .

"The following quotations seem to indicate the practices used; 'To succeed, it (the association) must have one policy for all' . . . 'It is deemed merely good business—and certainly the only answer to a well regulated market—to treat all shippers alike'.

"After reading this book one gains the impression that farmers are definitely progressing in the operation of their own business organizations."

Annual Meeting November 17-18

(Continued from page 16)

lution. Resolutions will be presented to the members and delegates during the Thursday afternoon session but action on resolutions will not be taken until at the business session of the delegates on Friday morning.

The Resolutions Committee

This committee, consisting of Wm. H. Holloway of Newark, Md., chairman; C. Harold Joyce, Medford, N. J.; H. Wallace Cook, Elkton, Md.; and R. I. Tussey, Hollidaysburg, Pa., will meet at the offices of the Cooperative on November 16, the day before the annual meeting opens, to consider all resolutions forwarded in advance. It is urged that any individual or group who wishes to present a resolution send it in early, addressed in care of the resolutions committee. This will insure thorough study and consideration by the committee in advance of the meeting.

Reserve For Market Insurance

One of the most important subjects to come before the delegate body will be the matter of increasing the reserve fund for market insurance. This has been a subject of discussion at all local meetings and the need for such a market insurance fund is well known to every member who has attended his local meeting. It is expected that, among other subjects, level production will also be brought up for consideration by the delegates.

The Friday (second day's) session will open at 9:00 a. m. and may be attended by delegates and other members and members of their families. The future course of the Cooperative will be outlined to considerable extent at this session.

Separate Women's Program

As in the past a separate program has been arranged for Inter-State women on the forenoon of the first day of the meeting. This program will be held in a separate room at the Benjamin Franklin Hotel and it has been planned so as to be of special interest to the mothers, wives and daughters of Inter-State members. The complete program for the women's meeting will be found on page 10.

The annual banquet is planned for Thursday evening, November 17, at 6:00 p.m. This event is designed to give all members and delegates, their families and friends, an opportunity to meet and become acquainted socially. The problems of the convention and of the organization and market will be laid aside for the evening. High class entertainment, in keeping with the standards of the Cooperative, is being engaged for the entertainment of guests at the banquet. The only speaker will be Dr. H. C. Byrd, President of the University of Maryland. He will be found an able and capable speaker who knows the problems of farmers and farm organizations.

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Dairy Council Meets On Friday

On Friday afternoon, November 18, the Philadelphia Inter-State Dairy Council will hold its annual meeting in the same room as the sessions of the Cooperative meeting will be held. This arrangement was requested by the delegates at the 1936 annual meeting and proved successful a year ago. The by-laws of the Dairy Council were amended a little more than a year ago so as to permit holding its annual meeting immediately following the Cooperative's annual meeting. The Dairy Council plans to hold a business session only, thus permitting dele-

gates and others to get away early.

Delegates to the Cooperative meeting will be called upon to elect eight persons to the Dairy Council board of directors. This election will be held before the close of the Cooperative delegate meeting and the Dairy Council directors thus elected will represent the interests of members of the Cooperative on the Council.

Meeting For All Members

The program committee, in planning the meeting, recognized the broad knowledge of problems confronting the market and the Cooperative which has been exhibited by members at the local meetings this season. It is felt that this attitude of the members shows that they possess sound information about the organization and its work. Questions asked at local meetings revealed a sincere desire to obtain additional information about the Cooperative. It is pointed out that the annual meeting is the best place to obtain this information and to absorb the enthusiasm necessary for a vigorous cooperative.

CALL TO MEETING

Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Friday, November 18th, at 2:00 P. M., in the Benjamin Franklin Hotel, Philadelphia, Penna., for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, Secretary

Cows in Well Built Barns Need No Artificial Heat

Artificial heating of dairy barns is not necessary even in the colder parts of the United States, and is not even desirable when the cost is left out of consideration. If a dairy barn filled with cows is well built and well insulated, and if the ventilation is regulated to prevent drafts, heat from the cows will keep the stable warm enough for best production.

At temperatures of 50° to 55° dairy cows do better than at 60° to 65°. Cows in heated barns may give a little more milk, but not enough to pay for the expense and trouble of keeping them warmer. Cows kept at moderate temperatures seem more comfortable, have better appetites and remain healthier than cows in stables with high temperatures. Any illness of dairy cows cuts production. Excessive drafts aside for the evening. High class

Success Is Intentional

"Cooperation succeeds by intention and not by accident. It wins by a knowing, supporting membership, not by those who merely ride along when the going is easy.

"There is no substitute in cooperative procedure and progress for understanding, courage and loyalty of cooperating members as the key to satisfactory results. Membership understanding, courage and loyalty are qualities which are reflected in a board of directors of like qualities. Management of similar qualities is secured by this type of directors."—*Theodore Macklin.*

Diogenes met a Civil War veteran. "What were you in the war?" he asked.

"A private," the old soldier answered.

And Diogenes blew out his lamp and went home. —*Augwan.*

The Market Situation

MILK production in the Philadelphia milk shed and in the United States as a whole is still considerably above a year ago in spite of the seasonal reduction since August and early September. The average daily delivery to buyers by 5500 producers in the Philadelphia market was down 18 pounds in September, as compared with August, or 7.5 percent. Undoubtedly the temporary quotas established by some of the larger dealers were responsible for part of this decrease. In spite of these quotas the amount delivered during September was more than 5 percent higher than in September, 1937. This unusually heavy milk production has been in evidence since early spring and was experienced in practically all parts of the country. The nation's milk production on October 1, 1938, was the highest for October 1 in 14 years of records.

Business conditions appear to be somewhat improved in Pennsylvania, according to United States Department of Labor reports. The number of persons on payrolls increased 4.8 percent from August to September and the amount of payrolls increased 6.3 percent. Retail sales in the Philadelphia Federal Reserve district were approximately 4 percent higher in August than in July, while industrial production increased five points and is now 70 percent of average.

Building activities and freight car loadings show increases of 2 to 3 percent. More recent unofficial figures compiled by newspapers and privately indicate still further business advances during September and October, which should result in more people at work and more money to spend for milk as well as for other commodities.

Feed prices for October in Inter-State territory showed a downward trend, gluten feed and corn meal dropping 7 percent and 6 percent, respectively, from the September prices. Some other feeds showed smaller decreases, while brewers' grains and 16 percent and 32 percent mixed dairy rations showed price increases up to 2 percent. Except for linseed meal feed prices are universally lower than a year ago, showing decreases of from 2 to 26 percent. The United States Department of Agriculture Weekly Feed Market Review for October 19 states, "Feedstuff markets continue to decline, influenced by a slow inquiry for the heavier offerings, weak grain markets and abundant farm supplies of feed grains and forage." A tabulation of feed prices

for Inter-State territory will be found on page 6.

Farm wage rates showed a 2 percent decrease from July 1 to October 1, on which date they were estimated as being 8 percent lower than on October 1, 1937. The monthly wage rate with board in the middle Atlantic states was reported as \$29.53 on October 1, as compared with \$31.12 a year earlier. Day labor without board was reported as \$2.39 on October 1, compared with \$2.55 one year earlier. These figures are compiled by the Department of Agriculture from reports received direct from farmers throughout the country.

The same report indicates the supply of farm labor in Pennsylvania being only 98 percent of the demand, while in Maryland, New Jersey, and Delaware the supply is 102, 103 and 110 percent, respectively, of the demand, showing an oversupply in those areas.

Fluid milk prices in other markets show practically no change for October. A few minor advances or decreases are reported in some of the smaller markets, while Omaha, Nebraska, showed a drop from 11 to 10 cents per quart in the retail price. Most markets report heavy production.

Milk sales during September were reported as being down 6.93 percent from a year ago, according to reports from 136 markets to the Milk Industry Foundation. This drop in sales, together with an increase of 4 to 8 percent in milk production, has created a serious marketing problem, with the maintenance of satisfactory producer prices made extremely difficult.

Cream prices have advanced about \$1.00 per can in late October. The present price for Pennsylvania approved cream is about \$11.00 to \$11.50 per 40-quart can of 40 percent cream, equivalent to about \$1.36 per 100 pounds of 4 percent milk. Cream which meets Lower Merion and Newark, N. J., inspection is worth about \$12.50 to \$13.00 per can, equivalent to about \$1.55 per 100 pounds of 4 percent milk. This price is very closely in line with the present Class II price in Pennsylvania.

Butter prices which have remained unchanged on the principal markets since July 18 showed an increase of 1/2 cent per pound on October 29. This price was maintained through the activity of the Dairy Products Marketing Association and the Federal Surplus Commodities Corporation which had taken all butter offered at 26 1/4

cents at New York or 25 1/2 cents at Chicago. The recent increase shows a strengthening of the butter markets and should lend strength to all dairy products prices. A 1-cent increase in butter prices under the Pennsylvania formula will result in an increase in the Class II price of 5 cents and in the Class III price of 4 cents per hundred pounds of milk.

The storage situation of butter and other dairy products is still acute. On October 1 there were 210,351,000 pounds of butter in storage, 92,000,000 pounds more than a year earlier. Of these 210,000,000 pounds, about 97,000,000 were bought by the Dairy Products Marketing Association in order to stabilize prices, and about 16,000,000 pounds additional were bought during October. In addition, the Federal Surplus Commodities Corporation bought about 20,000,000 pounds of butter for relief distribution, getting a part of this from the Dairy Products Marketing Association. The amount of cheese in storage on October 1 was more than 121,000,000 pounds, about 20,000,000 pounds more than average.

Butter consumption has increased moderately during the past summer due, doubtless, to the lower consumer prices. This increase is estimated at 2,000,000 pounds in August over August, 1937. The use of oleomargarine, butter's big competitor, increased 300,000 pounds in the same period.

The movement of butter from storage started much later this year than usual. There continued to be more butter moved into storage than out of storage until about the first of October and during the past month cold storage holdings in the ten principal markets have been decreased only about 6,000,000 pounds compared with an 11,000,000 pound out-of-storage movement in October, 1937.

Comparative Producer and Consumer Prices of Fluid Milk in Some Primary Markets, October, 1938

Market	Retail Delivered Price (\$ per quart)	Class I price 3.5% milk f.o.b. city (\$ per hundredweight)
Philadelphia	12.0	2.78
New York City	13.75	2.995-3.165
Boston, Mass.	13.0	3.19
Hartford, Conn.	14.0	3.23
Baltimore, Md.	13.0	2.84
Washington, D. C.	14.0	3.15
Pittsburgh, Pa.	13.0	2.86
Chicago, Ill.	12.0	*1.96
St. Louis, Mo.	13.0	*2.10
Houston, Tex.	13.0	2.65
Milwaukee, Wis.	12.0	2.71
Portland, Ore.	11.0	2.03
San Francisco, Cal.	13.0	2.45

*August prices, latest quotations available.

AT THE NEW YORK
WORLD'S FAIR —

BEACON Dairy Rations

chosen exclusively for
"The DAIRY WORLD of TOMORROW"

WHAT could be more fitting? A world's fair—featuring the world's finest! And Beacon Dairy Rations—featuring feeds that have blazed new trails to better feeding service!

That's why the Borden Company—in its unique "Dairy World of Tomorrow" exhibit at the New York World's Fair—selected Beacon Dairy Rations exclusively, for the choice herd of 150 purebred dairy cows. These outstanding cows will be handled under the Walker-Gordon System and milked on the famous Rotolactor.

The Beacon Milling Company, Inc.
Cayuga, N. Y.

BEACON *Dairy Rations*

DON'T FAIL to see the Dairy World of Tomorrow at the New York World's Fair. Don't fail to ask about the feeding schedules of Beacon Feeds! For a complete story of Beacon Feeds, write for a Free Copy of "Profitable Dairy Management."

Farm living conditions show improvement. A recent survey made on a national scale by the Bureau of the Census shows substantial increases in the proportion of farm dwellings lighted by electricity, provided with bathrooms and using radios. Other equipment in which increases were noted are tractors, motor trucks and automobiles.

If we all sold our milk for a flat price just how FLAT would that price be?

YOUR Cooperative Meets on November 17-18. It will be worth your while to attend.

Actor: "So you're going to use me in your next play. You've discovered at last what I am!"

Director: "Yeah, hurry up and get into the hind legs of that stage horse over there."

There's plenty of room at the top because there's such a crowd at the bottom.

Clipper Headquarters

CLIPPER BLADES SHARPENED
Enclose 50¢ with each set of blades mailed.
Satisfaction guaranteed. Prompt service.

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10 Days' Trial

Get a genuine Andia electric clipper at lowest price in history. Easier to operate - more powerful fan-cooled, dust-removed motor. Clips horses, mules without chance of adjustment. 110 V. AC-DC only \$17.50 post-paid. Special voltage \$2 extra. At your Dealer's, or send only \$4 (specify voltage required) - pay postman balance. Money back if not delighted after 10 days' trial.



ANDIA CLIPPER COMPANY Dept. A-17-L Racine, Wisconsin

A couple of boys out in Iowa were discussing the 1936 drought. One fellow had some wheat which he had managed to harvest.

"The drought sure has made the wheat short this year!"

"Short? Say, I had to lather mine to mow it!"

—Chaparral.

RESERVATION FOR ROOM

at the

Benjamin Franklin Hotel

The Inter-State Milk Producers' Cooperative has arranged with the Benjamin Franklin Hotel, Chestnut at Ninth Street, for special facilities for delegates, other members, and guests attending the annual meeting.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Cooperative. Advance reservations will assure all delegates and members of securing accommodations at the headquarters hotel.

The special rate for rooms, with bath, is \$2.50 per day per person if two or more share a room. Single rooms \$3.00 minimum.

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Benjamin Franklin Hotel for the annual meeting, \$2.50 per day, per person, double ☐ \$3.00 per day, single ☐.

Check day of arrival—Nov. 16th ☐ Nov. 17th ☐.

Number in party..... Number rooms desired.....

Name.....

Address.....

Feed Dairy Cows According To Weight and Production

The weight of the dairy cow and the volume of milk she is giving determine largely the amount of feed necessary during the winter months when pasture is no longer available, recent research shows.

Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University, cites experiments conducted by the U. S. Department of Agriculture at the National Agricultural Research Center, Beltsville, Md., which show that most economical production is maintained when each cow receives about 3 pounds of silage for each 100 pounds of weight. A 1,000-pound cow should have 30 pounds of silage. Twice each day the cow should also have all the good hay she will eat.

The amount of grain depends on the breed, the volume of milk produced, and the quality of the roughage, Dr. Taylor said. A Jersey cow producing less than 10 pounds of milk and receiving all the good roughage she can eat should need no grain, but for every pound of milk over 10 pounds she should get one-half pound or slightly more of grain. A Jersey giving 20 pounds of milk thus would receive 5 to 6 pounds of grain. A Holstein that is giving only 16 pounds of milk or less, needs no grain, but for every pound over 16 she should get four-tenths of a pound of grain, the experiment showed.

Feeding tests were not conducted with Guernseys, Ayrshires, or Brown Swiss, but Dr. Taylor says that it is probable that Guernseys should

have a half pound of grain for every pound of milk over 12, Ayrshires and Brown Swiss a little less than a half pound for every pound of milk over 14.

Dr. Taylor adds that the feeder must also be guided by the condition of the cows. If cows are getting thin, give them more grain. If they are getting fat, reduce the grain. They should be kept in a medium state of flesh, neither fat nor thin.

OCTOBER, '38 BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	26 1/2	26 1/4	25 1/2
2	26 1/2	26 1/4	25 1/2
3	26 1/2	26 1/4	25 1/2
4	26 1/2	26 1/4	25 1/2
5	26 1/2	26 1/4	25 1/2
6	26 1/2	26 1/4	25 1/2
7	26 1/2	26 1/4	25 1/2
8	26 1/2	26 1/4	25 1/2
9	26 1/2	26 1/4	25 1/2
10	26 1/2	26 1/4	25 1/2
11	26 1/2	26 1/4	25 1/2
12	26 1/2	26 1/4	25 1/2
13	26 1/2	26 1/4	25 1/2
14	26 1/2	26 1/4	25 1/2
15	26 1/2	26 1/4	25 1/2
16	26 1/2	26 1/4	25 1/2
17	26 1/2	26 1/4	25 1/2
18	26 1/2	26 1/4	25 1/2
19	26 1/2	26 1/4	25 1/2
20	26 1/2	26 1/4	25 1/2
21	26 1/2	26 1/4	25 1/2
22	26 1/2	26 1/4	25 1/2
23	26 1/2	26 1/4	25 1/2
24	26 1/2	26 1/4	25 1/2
25	26 1/2	26 1/4	25 1/2
26	26 1/2	26 1/4	25 1/2
27	26 1/2	26 1/4	25 1/2
28	27 1/4	26 1/2	26
29	27 1/4	26 1/2	26
30	26 1/2	26 1/4	25 1/2
Average	26.60	26.29	25.54
Sept. '38	26.14	26.25	25.50
Oct. '37	36.54	36.04	34.89

Awards For Lifetime Production To Be Made

Pennsylvania dairy herd improvement association members will receive certificates in recognition of cows which have produced 3000 or more pounds of butterfat. Lifetime certificates will be awarded by the Pennsylvania Dairymen's Association at the annual meetings of the various local groups.

The certificates will carry seals indicating the group in which the cow is classified. If an individual produced 5,000 or more pounds of butterfat in her lifetime, a gold seal certificate will be issued to her owner. A silver certificate will indicate a production record of from 4000 to 5000 pounds of butterfat, and a bronze seal at least 3000 pounds.

Past production records will be checked and awards made for cows no longer living, making it possible for breeders to receive recognition for individuals which in many instances made up the foundation stock of their herds.

A doctor and a banker were both courting the same girl. "Mary," said the banker one day, "I am going to be out of town for the next ten days, and I am sending you a gift tomorrow morning."

The next morning Mary eagerly opened the package—in it were ten apples.

No man's business judgment is better than his facts.

Fibers Made of Casein Will "Take" Wool Dyes

Different dyes are required in coloring animal fibers and plant fibers because of different chemical compositions. To the textile trade dyes used in coloring animal fibers are known as "wool" dyes, and those for plant fibers as "cotton" dyes, as they are the most common animal and plant fibers.

Blending a plant fiber with wool has been a problem to manufacturers because of the different dyes required. While some rayons—synthetic plant fibers—will take wool dyes, the color is always a different shade.

Synthetic wool fiber made from casein, a milk by-product, under a process recently devised by scientists of the Bureau of Dairy Industry, is of animal origin and therefore takes wool dyes. In fact, the chemical composition of casein fiber and natural wool is almost identical. The synthetic fiber contains somewhat less sulphur which does not affect the wool dyes in any way.

The casein fiber also has the characteristic fine kink of natural wool and may be blended with it to make a product that has the resilience of pure wool. Manufacturers have been able to make rayon fibers with this same kinky structure, but because they do not take wool dyes, they are not as desirable for blending with wool as fibers from animal products.

It's Possible To "Farm the Land and Keep It Too"

In contradiction to an old saying—"you can't have your cake and eat it too"—the Soil Conservation Service points to thousands of good farmers who "farm their land and keep it too."

Along with other units of the United States Department of Agriculture the Soil Conservation Service finds increasing evidence that—properly farmed—there is plenty of land to grow even more than the Nation needs, and yet maintain fertility, control erosion, and maintain game birds and other wildlife disappearing from farm lands.

There are increasing reports to the Department that complete subjugation of the land is not necessarily good farming and that "clean" farming on sloping lands with rectangular fields, straight rows, no strip cropping, fences parallel to section lines and no shrubs, trees, or permanent pasture, is a sure way to "farm your land and lose it too."

Three out of every four cooperatives handling petroleum products principally, paid dividends averaging \$4,747 per association and \$7.00 per patron.

CALENDAR Of Local Meetings

District 2

Burlington County Local—Mount Holly Court House—7:30 P. M., November 4.
Harbourton Local—School House—7:30 P. M., November 1.
Pennington Local—Borough Hall—7:30 P. M., November 2.
Sergeantsville Local—Community Hall—7:30 P. M., November 3.
West Windsor Local—Home of Kelsey Booth, near Allentown—7:30 P. M., December 1.

District 5

Sudlersville Local—Coxes Hall—8:00 P. M., November 1.

District 6

Steinsville Local—Steinsville Hotel—7:30 P. M., November 2.

District 7

West Lampeter Local—High School—7:30 P. M., November 2.
Witmer Local—E. Lampeter High School—7:30 P. M., November 1.

District 9

Kirkwood Local—Kirkwood School—7:30 P. M., November 3.
Townsend Local—Townsend School—7:30 P. M., November 4.

District 16

Church Hill-Milford Local—Church Hill School House—7:45 P. M., November 3.
Spruce Hill-E. Waterford-Walnut Local—Spruce Hill Grange Hall—7:45 P. M., November 4.
Van Dyke Local—Mexico School House—8:00 P. M., November 2.

District 21

Friends Cove Local—P. O. S. of A. Hall, Charlesville—8:00 P. M., November 2.

District 25

Martinsburg Local—Court House, Charles-town, W. Va.—7:30 P. M., November 2.

District 26

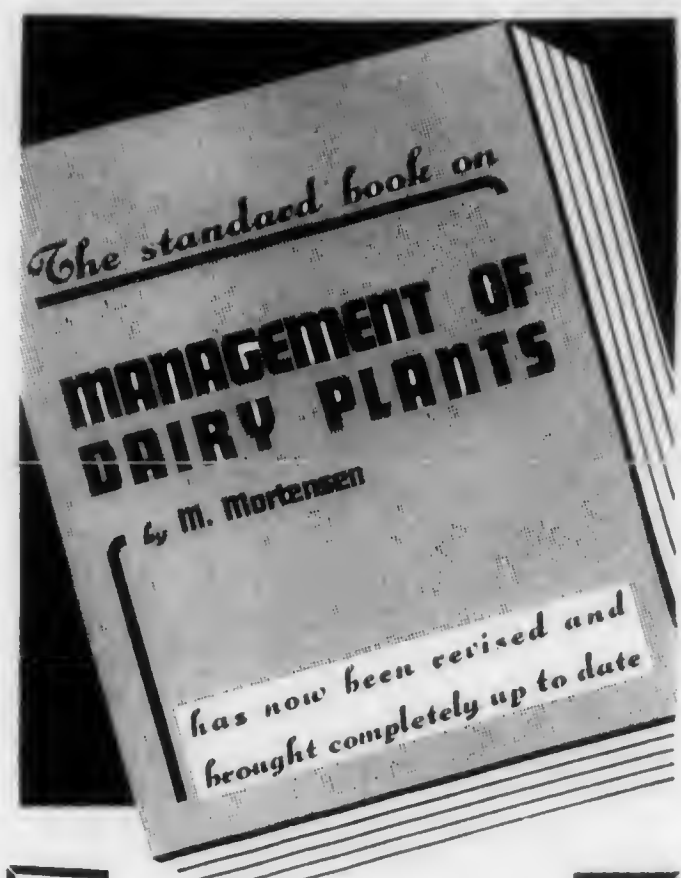
Fulton Co. Local—Grange Hall, McConellsburg—8:00 P. M., November 3.
Path Valley Local—High School, Dry Run—8:00 P. M., November 4.

General Meeting Calendar

November 4—Meeting of all members of District 17 Buckingham Grange Hall, Buckingham, Pa., 7:30 P. M.

November 14-16—National Cooperative Milk Producers' Federation, twenty-second annual convention—Cincinnati, Ohio.

November 17-18—Annual meeting Inter-State Milk Producers' Cooperative—Benjamin Franklin Hotel, Philadelphia, Pa.
January 16-20—Pennsylvania Farm Products Show—Harrisburg, Pa.



THE new edition of this well known book gives you full, practical and up-to-the-minute information on the most efficient and productive methods of handling every aspect of the modern dairy plant—large or small. Its construction, equipment and personnel; all phases of production, marketing, accounting are fully covered, with complete cost statistics, technical details, etc. Illus. \$3.00.

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Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts—"CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50¢ each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.

The world does not owe us a living. The world is a place where we have a chance to make a living.

Annual Meeting November 17-18

Vitally Important Plans Will Be Acted Upon

THE THIRD annual meeting of the Inter-State Milk Producers' Cooperative will be held at the Benjamin Franklin Hotel, Chestnut Street at Ninth, Philadelphia, on Thursday and Friday, November 17 and 18. This meeting will be the twenty-second annual convention of organized milk producers of the Philadelphia milk shed.

The Benjamin Franklin is admirably equipped to handle a meeting



Quentin Reynolds, General Manager of Eastern States Farmers Exchange, will address the delegates.

of this kind. The hall is sufficiently large to take care of the crowd that will likely attend and sufficient rooms are available so that every guest can be taken care of under the same roof.

The Thursday session opens at 10:00 a. m. and will be open not only to members and delegates but to all individuals interested in the Cooperative and the marketing problems of the milk shed.

In developing the program for this year's meeting the one thought kept in the forefront is that this is a meeting of the members and delegates for the benefit of the entire membership of the Cooperative. Any member of the organization may have the floor and talk on any subject properly brought before the meeting. The voting on all resolutions and motions, however, must be confined to the delegates as provided in the by-laws thus giving every part of the milk shed proportionate representation. Foremost in the discussions will be future policies of the organization, keeping in mind that the welfare of the membership as a whole is by far the most important consideration.

The Past Year—Future Plans

The first forenoon session will be given over to a discussion of the work of the Cooperative during the past year. This will include officers' reports, these reports serving as a starting point for all discussions at the meeting.

As at the 1937 annual meeting, there will be only one outside speaker. This will be Quentin Reynolds, general manager of the Eastern States Farmers Exchange, who is scheduled to talk to the members on Thursday afternoon. Mr. Reynolds is also a member of the executive committee of the National Cooperative Council and



Dr. H. C. Byrd, the Banquet Speaker, is President of the University of Maryland.

is a director of the New England Council and chairman of the agricultural committee for that Council. He is thoroughly versed in the principles of sound cooperative management and is well and favorably known to hundreds of Inter-State members.

As in the past, the resolutions introduced for action by the delegates will first be referred to a resolutions committee. By so doing much of the time of the delegates will be saved, as this committee will eliminate duplicate resolutions, select the best of similar resolutions and in general make recommendations to the delegate body after studying the subject of each resolution.

(Please turn to page 11)

Official Notice to Delegates

Inter-State Milk Producers' Cooperative

The Annual Meeting will be held November 17-18, 1938, commencing at 10 o'clock A.M., at the Benjamin Franklin Hotel, Ninth and Chestnut Streets, Philadelphia, Pennsylvania.

Board of Directors

By *B. H. Melty* President *A. Ralph Jolliffe* Secretary

All members of the Cooperative are welcome to attend all sessions of this meeting and take part in all discussions.

INTER-STATE Milk Producers' Cooperative

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XIX

Philadelphia, Pa., Dec

No. 8

ANNUAL MEETING SPECIAL NUMBER



Picture by Eugene Wyble

The Touch of Winter

Cooperative Forges Ahead

Delegates Set Course at Annual Meeting

"THEY WERE HERE for business" was a typical comment of visitors who attended the Inter-State Milk Producers' Cooperative's third annual delegate meeting on November 17 and 18. It was evident at all times during the meeting that the delegates were taking their responsibility seriously and acted upon them with intelligence.

Of the 147 delegates authorized to attend by their local groups, 141 were present or represented by their alternates. In addition, approximately 350 members, members' wives, and guests attended the sessions.

The first morning's session was given over to reports of officers which were brief and to the point. This part of the program was completed by noon. The first feature of the afternoon's program was the talk by our new general manager, O. H. Hoffman, Jr., which will be found in full on pages 12-13. This was followed by a talk "As One Cooperative to Another" by Quentin Reynolds, general manager of the Eastern States Farmers' Exchange, Springfield, Mass. A summary of his talk will be found on page 11.

Resolutions Presented

The convention immediately swung into its business session, with Wm. H. Holloway, Newark, Md., chairman of the resolutions committee, presenting the resolutions which had been received for consideration by his committee. These were passed out to the members in mimeographed form, thus giving all members a chance to read and study each resolution in detail. Although no action was taken on any resolution until the second morning, the subjects of level production and building up the reserve fund were discussed freely by the delegates.

Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation, then brought to the meeting reports of the national situation. He described the legislative work of the Federation, the work of that organization with various governmental agencies in developing regulations fair to the dairy industry or at least not unfair to it. He also described the recent indictments by the Federal Department of Justice in the Chicago area and the apparent ulterior motives behind these actions.

Byrd Says "Work Together"

The spirit prevailing at the banquet on Thursday evening was one of good-fellowship and sociability.

Inter-State Milk Producers Cooperative Officers

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

Directors, 1938-39

1. ‡Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R 2
4. ‡J. M. Wheatley, Federalsburg, Md.
5. *J. W. Keith, Centerville, Md.
6. Fred W. Bleiler, New Tripoli, Pa. R 1
7. ‡H. K. Martin, Goodville, Pa.
8. Furman H. Gyger, Kimberton, Pa.
9. ‡J. D. Reynolds, Middletown, Del.
10. *Ralph E. Bower, Chesapeake City, Md.
11. E. M. Crowl, Oxford, Pa.
12. ‡Fred A. Walls, Harbeson, Del.
13. H. B. Stewart, Huntingdon, Pa. R 4
15. ‡Howard W. Wickersham, Kelton, Pa.
16. M. L. Stitt, Port Royal, Pa.
17. Jos. S. Briggs, Yardley, Pa.
19. John Carvel Sutton, Kennedysville, Md.
20. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
21. Alva Shuss, Everett, Pa.
22. A. R. Marvel, Easton, Md.
23. *Charles R. Hires, Jr., Salem, N. J.
25. ‡B. H. Welty, Waynesboro, Pa.
26. D. E. Witherspoon, Chambersburg, Pa.

Honorary Life Member,
F. P. Willits, Ward, Pa.

‡Re-elected to Board ‡New member of Board
*Member of Executive Committee

The total number of guests at the banquet was 475. Dr. H. C. Byrd, president of the University of Maryland and a true friend of farmers and farm organizations, gave a brief and forceful talk on subjects of interest to all of us. He described, in detail, the place of educational institutions such as our agricultural colleges in rendering service to the public, these services being of wide-spread interest and value. He also called upon farmers to work through their own organizations to attain the objectives desired, emphasizing that such efforts are more reliable and effective than help from outside.

The entertainment program was described by many guests as of un-

usually high character and with something in it to please everyone.

Clifford (Happy) Goldsmith delivered to the banquet guests one of his inspiring talks such as has been given to high school students by the tens of thousands. It was presented so as to acquaint our members with this type of Dairy Council milk promotional work. His talk is designed to impress upon our boys and girls of high school age the place that adequate diet should occupy in our lives and, of course, he gave milk a most prominent position in a proper diet. Those who heard him were liberal in their praise of the value of such service to the milk industry as it catches our young folks at the time when their adult eating habits are being developed.

Delegates Act

The Friday morning session was given over to further discussion of and action on the resolutions. All resolutions which were approved will be found on pages 18-19-20 of this issue. Due to lack of space resolutions which were not approved are not being published and except in three instances such resolutions were, for practical purposes, duplicates of or covered by resolutions that were adopted. The method of voting on these resolutions by ballot slowed up action somewhat and caused confusion in the minds of some delegates as to how to vote on resolutions covering the same subject in different ways.

On the all-important resolutions referring to the increasing of the insurance reserve, the decision was finally determined by rising vote, taking up the various propositions one at a time and eliminating those not desired by the majority. This rising vote also gave the delegates immediate information as to the outcome on that important subject. Because the ballots could not be counted until after all resolutions were acted upon the results on other resolutions were not known until after the majority of delegates had left for their homes.

The by-laws of the Cooperative specify that new directors shall take office at the time of the annual delegate meeting of the Cooperative. This report was rendered early the

(Please turn to page 9)

A Merry Christmas

I hope I may never prove too old nor grief stricken, nor harried with trouble to be able for one short day of the year to gather with those whom I love and to recapture for a few hours that joy and happiness and peace which the Christmas of my childhood meant to me.

And this is my wish for each of you too - A Merry Christmas.



O. H. Hoffman Jr.

Reserve, Level Production, Get Attention of Delegates

ALTHOUGH THE RESOLUTIONS approved by the delegates at the 1938 delegate meeting appear on pages 18-20 of this issue, certain of those resolutions deserve special discussion. Out-ranking all others in interest at the delegate meeting and, we believe, in interest to the membership and the market as a whole, is the one which authorizes an additional 1 cent commission on each 100 pounds of milk marketed by members of the Cooperative. This extra commission will be used to build up a reserve fund for the purpose of insuring the markets of our members and payment for the milk which is marketed under the marketing agreements.

Three Amounts Considered

Three separate resolutions on this subject were considered by the delegates. Through special action of the delegate body they were all given the same form except as to the amount of increase of commission.

One resolution which found a large number of champions among the delegates asked for an increase in commission of 2 cents, while a third resolution asked for an increase of 7 cents, this resolution coming from the Kirkwood Local.

After a thorough discussion, the resolutions asking for an increase of 7 cents and of 2 cents were tabled and the question of increasing the commission by 1 cent was put to a rising vote where it received unanimous endorsement except for four votes cast by delegates who had been asserting themselves very strongly as in favor of the resolution which would provide for a two-cent increase.

Throughout the discussion of reserves and the additional amount

which should be set aside for these purposes, the delegates showed a very business-like approach. The one question which seemed to be uppermost in the minds of the delegates was not whether 1 cent or 2 cents under the revolving fund plan would be advisable, but it was a matter of selecting the amount which would meet with the greatest favor among the membership at the present time. It was a disappointment to many delegates who had talked for two cents and had come to the meeting instructed to ask for a two-cent increase, but even these delegates appreciated the value of a practically unanimous vote such as was obtained for the 1-cent increase in commission.

Advocates of the 2-cent increase and also of the 7-cent increase emphasized that under the revolving fund plan every cent of the reserve not used would, after a period, be returned to the members with accumulated interest, and in the meantime the extra funds would give the Cooperative greater bargaining power due to the additional financial strength such funds would provide.

Effective December 1

The increase in commission will become effective on all milk sold under producers' marketing agreements on and after December 1, 1938. We are informed that, legally, the increase could have been made effective on all milk delivered by members after the adoption of the resolution on November 18, but from a practical standpoint it is felt advisable to make the increase effective as of the first of the month.

Another resolution which brought out considerable discussion was the one asking for the adoption of a

level production plan. Here, likewise, the delegates had three resolutions from which to choose. One resolution set a date on which the plan is to be made effective and another specified the plan to be adopted. The delegate body finally decided that the resolution which urgently demanded that a plan be adopted as soon as possible would most nearly fit their needs, as it would be sufficiently flexible to permit putting into effect as soon as satisfactory details could be worked out and would also permit variations in the plans to fit the needs of different markets, or even different dealers in the same market. Conferences have already been scheduled to work out details of plans with some of the milk buyers.

Two resolutions brought before the delegate body cover inspection activities. The resolution adopted asked that legislation be drafted which would establish uniform regulations covering the production and distribution of fluid milk in all municipalities and other political units within the state. It will be recalled that a bill asking for uniform regulations throughout the state was passed by the 1937 Pennsylvania legislature, but because of the construction of the bill, the Governor vetoed it. Another resolution which was tabled asked that the supervision of inspection be transferred to the Department of Agriculture and that all regulations be reviewed by a special committee.

Market Pool Recommended

Another important resolution asked that the Cooperative work toward the adoption of a market-wide pool plan in the Philadelphia market. Such a plan would give all producers the same price for their milk, plus any special bonuses if the member is eligible for such bonus and if earned by the member. Such a pool plan would iron out differences in prices received by neighboring producers who sell to different buyers. It would also spread over the entire market any results of sudden shifts in demand of buyers such as are caused by the loss of big contracts, by strikes or for similar reasons. It is also recognized that a market-wide pool permits a much more effective type of level production plan than is possible where different dealers pay different prices.

Opportunities always look bigger going than coming.

Politician—"Now, ladies and gentlemen, I just want to tax your memory."

Audience—"Good heavens, will it come to that?"

MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager

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Inter-State Milk Producers Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

FIELD DEPARTMENT
J. Ralph Zellers, Philadelphia, Pa., Director
C. E. Cowan, Lancaster, Pa., Ass't Director
C. Reynolds, Denton, Md., Ass't Director
E. P. Bechtel, Trappe, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS
Altoona-Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 118M
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, Co-op Bldg.,
Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 4033
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

Will It Be You?

Some Pennsylvania member of the Inter-State Milk Producers' Cooperative will be presented with a trophy at the 1939 Farm Products Show which will be held January 16-20. This trophy will be the award to that Inter-State member whose milk scores higher than the milk exhibited by any other member of the organization at the Farm Show.

Several classes are available, depending upon the size of herd and whether or not the herd is Bangs tested. In addition, several of the dairy breed associations are also offering special awards for the highest scoring samples from herds of their respective breeds.

Any Inter-State member interested in competing for this award is urged to get in touch with the Inter-State Milk Producers' Cooperative well in advance of the Show, so as to get all details as to the entries, the preparation and shipping of samples, and similar information.

California, Why So Slow?

We thought such matters had been settled once and for all years ago but just the other day we read in a dairy trade paper that out in California the state's tuberculin

testing law has been upheld in the courts. Loyal Californians would have us believe that they are "one up" on everyone else in about every activity in this world but it seems when it comes to the protection of their citizens and the pocket books of the dairymen from the effects of bovine tuberculosis they are just about a baker's dozen of years behind times.

T. G. Stitts Promoted

Inter-State members who know Thomas G. Stitts of the Farm Credit Administration will be pleased to learn of his recent advancement which places him at the head of the newly created Cooperative Research and Service sub-division of the



Thomas G. Stitts

Division of Research in the Farm Credit Administration. Due to his broad experience with cooperatives Mr. Stitts has been called upon at different times by the Inter-State and he has appeared on annual meeting programs.

Mr. Stitts is a graduate of Cornell University, receiving advanced degrees at the University of Minnesota. He served for five years as county agent in Minnesota and was one of the organizers of the Land O' Lakes Creameries. He was associated with the Department of Agriculture for several years before the Cooperative Division was transferred, in 1933, to the Farm Credit Administration.

Cooperatives handling feed primarily number 490 in 35 states. They sell poultry and livestock feed and allied supplies worth more than \$106,000,000 a year to farmer-patrons, and do a marketing business on the side worth \$3,000,000.

Milk Bars In New York

Milk is gaining added recognition even in New York City, where the general conception leads us to believe that a drink, to be popular, must be alcoholic. Early in November the department store of Lord and Taylor opened a highly attractive milk bar. This department store milk bar caters to adult patronage and also has a section especially appealing to the youngsters who might need a "pick up" while on shopping expeditions with their parents. This section of the bar features numerous sketches on the walls that should appeal to the juvenile mind.

Perhaps even more significant is the new milk bar in the Waldorf Astoria Hotel. In a setting of this kind, where a big city's night life is most prominent, a milk bar should stand out as a beacon to all who want a beverage without a hang-over—a drink which will go far toward starting its user on a good day's work the next morning, rather than keeping him from it.

Industry Makes Plans To Move Butter Surplus

The National Butter Sales Campaign is now well under way. This campaign has been developed in order to move the extra 75,000,000 pounds of butter now in storage as compared with a year ago. It is nation-wide in scope and has the backing of practically all butter manufacturers, jobbers and dealers, as well as most retail food stores.

Producer interests have financed the preparation and printing of 100,000 sets of show window and store counter display material. They have also prepared 25 different advertisements which may be used by local merchants pushing the sale of butter.

The National Association of Food Chains has arranged for distribution of this butter advertising material to practically every store in its various chains. In addition large numbers of federations of independent store owners have arranged for similar distribution to their member stores.

A checkup in the Philadelphia area reveals that several thousands of these sets of show window and counter posters will be used in and near Philadelphia. A sales paper, The Butter Sales News, is being supplied to stores in order to give managers and clerks pointers which will help sell butter.

The professor coming downstairs in his home slipped and fell to the bottom. Picking himself up, he said: "Now, I wonder what all that noise was about?"—*Flagon*.

Your Chance to Know

This issue of the Milk Producers' REVIEW carries a complete report of the Annual Meeting of delegates which was held in Philadelphia on November 17-18. This report is published in full in order that every member may have an opportunity to know what was done at the meeting.

We hope each member will read this issue carefully. We suggest, also, that it be kept in order that you may refer back to it and thus measure the progress of your Cooperative.

Association of Cooperatives Meets in Harrisburg

The semi-annual meeting of the Pennsylvania Association of Cooperatives will be held at 1:00 P. M., Monday, December 19, in the Penn Harris Hotel, Harrisburg. This organization represents most of the active cooperative farm organizations in the state.

Kenneth Stern of Lancaster, Pa., is president of the association. The meeting will include afternoon and evening sessions with a dinner in the evening.

The following day, Tuesday, December 20, the annual meeting of the Pennsylvania Council of Farm Organizations will convene at 10:00 A. M. This group will also hold its meeting at the Penn Harris Hotel in Harrisburg. George Slocum, Milton, Pa., is president of the Council.

Meeting Calendar

January 16-20—Pennsylvania Farm Products Show—Harrisburg, Pa.
January 24-27—Agricultural Week—Trenton, N. J.

Student: "What are your terms for students?"

Landlady: "I generally call them dead beats and bums."—*Awgwan*.



Charles S. Whittaker

WHEREAS, it has pleased our Heavenly Father to call from the scenes of earth to the realities of a better life our Esteemed President of Alexandria Local, Charles S. Whittaker, who has served the Dairy Industry of Huntingdon County for a good many years.

RESOLVED, that we, the members of Alexandria Local, extend our sincere sympathy to the bereaved family.

Norman E. Black
Norman Huyett, Sec.

Many things that are well done are done with exactness.—*John Wanamaker*.

The perfect man died yesterday and another will not be born until tomorrow.

Mother to son in pantry: "Willie, what are you hunting for?"

"Nothing."
"You'll find it in the jar where the cookies were."

Use 10 Ounces More

Eighty million pounds of butter, today's excess above normal storage supply, seems like a lot of butter. However, this entire excess supply amounts to only about ten ounces per person. If every man, woman and child in the country would eat an extra ten ounces of butter it would completely use up this entire surplus.

Getting this butter used up is of vital interest to every farmer in this country and especially is of great importance to every farmer who depends upon milk or dairy products for even a part of his livelihood. If not used before spring it will force down next summer's butter price and, with it, the price of our Class II and Class III milk.

May we suggest that every member of the Inter-State see that he and every one in his family uses an extra ten ounces of butter during December. That would take care of your individual share of the surplus. You must remember, however, that some people can not and others will not take care of their share of the extra supply, therefore, why not use an extra ten ounces per person every month during the winter.

An extra ten ounces of butter will require the butterfat from about 13 pounds of four percent milk, and for a family of five the butterfat from 65 pounds of milk would be used. This, after all, is a very small price to pay for putting our butter market on a sound basis.

Using an extra 10 ounces per member of your family will help your business and, after all, butter is a splendid food which is highly nourishing. When used in cooking it adds to the flavor of other foods. Above all—remember **there is no substitute for butter**.

True merit is like a river—the deeper it is, the less noise it makes.



Delegates at 1938 Annual Meeting acting upon resolutions brought before them for consideration

Prices Paid for 4.0% Milk By Philadelphia Dealers

Weighted Averages, Oct., 1938	
Abbotts Dairies.....	\$2.44
Baldwin Dairies.....	2.38
Breuninger.....	2.82
Wm. Engel Dairy.....	2.88
Gross Dairy.....	2.76
Hamilton Dairies.....	2.70
Hutt & Kempf.....	2.50
Missimer.....	2.71
Mosebach Dairies.....	2.61
Scott-Powell.....	2.59
Supplee-Wills-Jones.....	2.50
Sypherd Dairies.....	2.70

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, September and October, \$2.96; Class I Grade A, September and October, Grade B price plus butterfat and bacteria bonuses, or \$3.36.

Class II, September & October, \$2.00
Class III, Oct., \$1.25; Nov., \$1.29

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡October only.

The October average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

Class III Prices—4.0% Milk

MARKET	OCT.	NOV.
Phila. (Penna. rec. sta.)	1.10	1.14
Md. & Del. Stations	1.12	1.15
Other Penna. Markets	1.15	1.19
Wilmington	1.12	1.15

Average price 92-score butter at New York:

October, 26.29¢ per pound
November, 27.27¢ per pound

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Milk Distribution Costs

In an address to the New Jersey Consumers' Food Institute, held recently at Rutgers University, Dr. Leland Spencer, milk marketing authority of Cornell University, stated that consumers pay more for services involved in processing and distribution than they do for the milk itself. Using Newark as an illustration, he said out of the current retail price of 14 cents the quart for grade B, only 6 cents go to the farmer.

"That is the amount paid for the food value in milk, which originates on the farm," he pointed out. "The other 8 cents go for the various services supplied by processors and distributors.

Classification Percentages—October, 1938

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	67		19	14	74% of Class I
Baldwin.....	65		13	22	63% of Prod.
Blue Hen Farms.....	75		11.4	13.6	
Breuninger.....	89		11		
Clover Dairy Co.....	76.9		13.2	9.9	61% of Prod.
Eachus Dairy.....	87	10	3		
Engel Dairies.....	93		7		
Fraims Dairies.....	82.54		10.70	6.76	
Gross.....	84.87		15.13		65% of Prod.
Hamilton Dairies.....	81.33		17.94	.73	
Harbison Dairies.....	86		8	6	70% of Class I
Hernig.....	70		30		
Hoffman.....	39.3	9.0	51.7		
Keith's Dairy.....	88.9	8.5	2.6		
Martin Century Farms.....	87.51		12.49		78.23% of Prod.
Meyers Dairies.....	74		26		95% of Prod.
Missimer Dairies.....	81.72		18.28		
Mosebach Bros.....	74.05		7.79	18.16	70.20% of Prod.
Penn Cress.....	47.3	2.8	49.9		
Scott-Powell.....	74		24	2	87% of Prod.
Stegmeier, Clayton.....	62	4	34		
Supplee-Wills-Jones.....	70.55		17.96	11.49	89.29% of Class I
Sypherd's Dairy.....	82.4		12.3	5.3	
Turner & Wescott.....	67		33		
Waple Dairies.....	87.7	8.1	4.2		
Wawa Dairies.....	77		18	5	

NEW JERSEY

	Norm	Cream	Excess
Abbotts "A".....	100		Balance
"B".....	78	22	Balance
Castanea Dairies "A".....	99% Norm	1% Norm	Balance
"B".....	85% Norm	15% Norm	Balance
Scott-Powell.....	99.2	.8	Balance
Suburban "A".....	77.6	22.4	Balance
"B".....	98.9	1.1	Balance
Supplee-Wills-Jones.....	100		Balance

‡31.7% bought at Altoona Class I price; 7.6% at Huntingdon Class I price.

*Martin Century paid October Class I, 69.45% at \$2.79 and 18.06% at \$2.98; Class II, 9.91% at \$1.47 and 2.58% at \$1.51. (Prices for 4% Grade B milk, f.o.b. Lansdale.)

Feed Price Summary for November, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	Nov. 1938 (\$ per T.)	Oct. 1938 (\$ per T.)	Nov. 1937 (\$ per T.)	% Change Nov., 1938 compared with Oct., 1938	Nov., 1937
Wheat Bran.....	25.19	24.76	30.51	+1.74	-17.44
Cottonseed Meal 41%.....	34.57	34.91	36.47	-.97	-5.21
Gluten Feed 23%.....	28.06	28.89	32.53	-2.87	-13.74
Linseed Meal 34%.....	47.90	48.77	46.68	-1.78	+2.61
Corn Meal.....	28.10	28.89	32.58	-2.73	-13.75
Mixed Dairy Rations: 16%.....	29.13	29.50	31.92	-1.25	-11.49
24%.....	34.32	34.65	38.18	-.95	-10.11
32%.....	37.51	38.21	41.33	-1.83	-9.24
Brewer's Grain.....	27.21	27.29	32.95	-.29	-17.42

"The 6-cents a quart paid for fluid grade B milk pays for the feeding and care of the cows, depreciation on the dairy herd, maintenance of the dairy farm buildings, and the many incidental but necessary expenses of production. Labor, including that of the farmer and his family, is a major item of production costs. This is furnished at the bargain rate of less than 40 cents an hour."

The 8-cent total for milk processing and distribution costs on the Newark market was broken

down by Dr. Spencer as follows: country plant, 0.5; trucking to city, 0.4; city plant, 0.9; containers, 0.2; delivery, 4.8; administration, 0.2; and profit, 1.0.

"Under the present set-up," Dr. Spencer said, "it would appear that the efficient New Jersey milk distributor has about one cent a quart left as compensation for risk and interest on his capital."

It isn't what you know but how well you know how to use what you know that really counts.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

October Averages and October and November Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in October	Class I Price Oct. and Nov.	Class II Price October	Class II Price November
Philadelphia Dealers.....		see page 6	\$2.98	\$1.51	\$1.56
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$2.02	2.38	1.43	1.48
"	Curryville, Pa.....	2.08	2.47	1.44	1.49
"	Easton, Md.....	2.14	2.56	1.42	1.45
"	Goshen, Pa.....	2.19	2.63	1.46	1.51
"	Kelton, Pa.....	2.21	2.65	1.47	1.52
"	Kempton, Pa.....	2.19	2.62	1.46	1.51
"	Oxford, Pa.....	2.21	2.65	1.47	1.52
"	Port Allegany, Pa.....	2.02	2.38	1.43	1.48
"	Providence, Md.....	2.16	2.59	1.42	1.45
"	Spring Creek, Pa.....	1.99	2.34	1.42	1.47
"	Wilmington, Del.....	2.41	2.77	1.62	1.65
Blue Hen Farms.....	Richlandtown, Pa.....	2.49	2.62	1.46	1.51
Breuninger Dairies.....	Centerville, Md.....	1.75			
Centerville Prod. Coop.....	Wilmington, Del.....	2.45	2.77	1.62	1.65
Clover Dairy Company.....	Edgemont, Pa.....	2.41	2.98	1.51	1.56
Delchester Farms.....	Springfield, Pa.....	2.60	2.98	1.51	1.56
Duncan's Dairy.....	West Chester, Pa.....	2.75	2.85	1.56	1.61
Eachus Dairy.....	Wilmington, Del.....	2.54	2.77	1.62	1.65
Fraims Dairies.....	Brandtsville, Pa.....	2.44	2.62	1.46	1.51
Harbison Dairies.....	Byers, Pa.....	2.44	2.62	1.46	1.51
"	Carlisle, Pa.....	2.44	2.62	1.46	1.51
"	Hurlock, Md.....	2.38	2.56	1.42	1.45
"	Kimberton, Pa.....	2.44	2.62	1.46	1.51
"	Massey, Md.....	2.40	2.58	1.42	1.45
"	Millville, Pa.....	2.33	2.50	1.45	1.50
"	Rushland, Pa.....	2.44	2.62	1.46	1.51
"	Sudlersville, Md.....	2.40	2.58	1.42	1.45
Harshbarger, J. E.....	Altoona, Pa.....		2.96	1.56	1.61
Hernig, Peter.....	Boiling Springs, Pa.....	2.24	2.58	1.46	1.51
Hershey Creamery.....	Greencastle, Pa.....	1.30 1.50			
Hershey Chocolate.....	Shippensburg, Pa.....	1.40 1.40			
Highland Dairy Co.....	Chester, Pa.....	2.60	2.98	1.51	1.56
"	Doe Run, Pa.....		2.85	1.56	1.61
Hoffman's Dairy.....	Altoona, Pa.....	2.10	2.96	1.56	1.61
"	Huntingdon, Pa.....	2.10	2.85	1.56	1.61
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.51	1.56
Keith's Dairy.....	Altoona, Pa.....	2.86	2.96	1.56	1.61
Martin Century Farms.....	Lansdale, Pa.....	2.63	2.98	1.51	1.56
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.51	1.56
Nelson Dairy.....	Jeffersonville, Pa.....		2.98	1.51	1.56
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.19	2.96	1.56	1.61
Scott-Powell Dairies.....	Clayton, Del.....	2.29	2.60	1.42	1.45
"	New Holland, Pa.....	2.34	2.66	1.47	1.52
"	Pottstown, Pa.....	2.38	2.71	1.47	1.52
"	Snow Hill, Md.....	2.17	2.44	1.42	1.45
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.27	(\$2.27 for all milk in Oct.)		
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.45	2.96	1.56	1.61
Supplee-Wills-Jones.....	Bedford, Pa.....	2.13	2.47	1.44	1.49
"	Centerville, Pa.....	2.09	2.34	1.42	1.47
"	Chambersburg, Pa.....	2.19	2.55	1.45	1.50
"	Chestertown, Md.....	2.20	2.58	1.42	1.45
"	Duncannon, Pa.....	2.24	2.62	1.46	1.51
"	Hagerstown, Md.....	2.14	2.49	1.42	1.45
"	Harrington, Del.....	2.20	2.58	1.42	1.45
"	Huntingdon, Pa.....	2.17	2.53	1.45	1.50
"	Kennedyville, Md.....	2.20	2.58	1.42	1.45
"	Leaman Place, Pa.....	2.27	2.67	1.47	1.52
"	Lewistown, Pa.....	2.19	2.55	1.45	1.50
"	Mercersburg, Pa.....	2.19	2.55	1.45	1.50
"	Mt. Pleasant, Del.....	2.20	2.58	1.42	1.45
"	Nassau, Del.....	2.18	2.55	1.42	1.45
"	Princess Anne, Md.....	2.13	2.47	1.42	1.45
"	Red Hill, Pa.....	2.27	2.67	1.47	1.52
"	Townsend, Del.....	2.20	2.58	1.42	1.45
"	Waynesboro, Pa.....	2.19	2.55	1.45	1.50
"	Zieglerville, Pa.....	2.27	2.67	1.47	1.52
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.10			
Turner & Wescott.....	Glen Roy, Pa.....	2.26	2.65	1.47	1.52
Waple Dairies.....	Tyrone, Pa.....	2.73	2.85	1.56	1.61
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.41	2.98	1.51	1.56
Ziegler Dairy Co.....	Reading, Pa.....		2.85	1.56	1.61

President B. H. Welty Reports A Year of Results

IT IS A PRIVILEGE indeed to come before the delegate body, our other members and our many interested friends to make my report of the year's work of the Inter-State Milk Producers' Cooperative. I am glad to see such a splendid crowd here, yet, my one regret is that there are not twice as many of you.

We look upon you as leaders in your local communities. As leaders you have acquired responsibilities and have learned to meet them face to face. As more responsibility is placed upon our shoulders we are all inclined to acquire a certain amount of conservatism. We learn to recognize that miracles happen so infrequently that we had better face the cold, hard facts of life and plan to cope with them as we meet them. We are content to do ourselves, individually or in cooperation with others, those things necessary to promote better living conditions for our families and better conditions in our communities.

The Leader's Responsibility

In your respective community activities you have doubtless faced many discouraging situations in attempting to carry out programs which, you are thoroughly convinced, would be for the benefit of the entire community as well as yourselves and your family. Many of these obstacles to progress are caused by the lack of information or by indifference on the part of those who should be directly concerned about the welfare of your community. It is in the facing and overcoming of these obstacles that men and women of the type who make successful leaders are developed. Such men and women are the real backbone of our nation.

Likewise, such leaders are the backbone of a sound agriculture and of every worth while enterprise, and I like to place our own Cooperative in that category. We have faced and conquered many problems during the past year. Curiously enough most of these problems have been the outcome of one unusual situation—the almost unheard of heavy production of milk due to a combination of circumstances all favorable to heavy milk production. We are proud of the whole-hearted spirit with which our local leaders have helped us in meeting the problems arising out of this situation.

"We" Replacing "They"

These leaders have come to realize more than ever the true meaning of cooperation—that the Cooperative, as its name signifies, is a group working together for the mutual benefit of all. We still find members who look upon the Cooperative as something apart from them and their dairy business—something that is set up here in Philadelphia. I feel rather hurt whenever I hear a member speaking of HIS Cooperative as "they" or "you". I am wondering whether we, as trustees of the interests of the members, have failed in our duty or whether the member himself lacks information about HIS organization. I feel that every one of us should make it our individual job to overcome any such attitude on the part of any member whenever or wherever we may find him.

We should regard our Cooperative not as a social group but as a strictly business proposition that, by investment of money in its operation, we, as individual producers, are returned dividends in the form

of a regular and reliable market for our milk and in a more satisfactory price structure.

I shall enumerate for you a few of the activities carried on by our Cooperative during the past year, some of which have never before been performed in this milk shed. I feel that every one of these has been of definite value to every producer in the milk shed by helping assure him of a stable market and by preventing any serious price drop, which could so easily have happened during the unstable economic conditions we have been facing.

Your Cooperative gave extensive legal help to the Pennsylvania Attorney General's office in the court battle to uphold the constitutionality of the filled milk law in this state. This case was won before the Pennsylvania supreme court and, as a result, the sale of this imitation product is for all practical purposes prohibited in Pennsylvania.

Some Accomplishments

Your Cooperative has also been active in carrying through to a successful conclusion the fight of the Pennsylvania Milk Control Commission to retain the bonding provision of the Milk Control Act. This provision, which would require all milk buyers to file surety bonds to guarantee the payment to producers for milk, was attacked by two milk dealers in a test case. The Dauphin County court recently handed down a decision upholding the right of the Commonwealth to require that such bonds be filed. This is further insurance against loss due to financial failure of milk buyers.

One milk dealer, to whom about 80 members of the Cooperative were selling, became very much in arrears in payments to his producers. Your Cooperative made good on its guarantee of payment and paid all members in full, in the meanwhile working out with that buyer's banker a plan for the supervision of the business and, later, in the sale of that milk business in a manner which assured everyone against loss. A judgment note was accepted by the Cooperative in return for the payments advanced to the producers and the amount of this note has been reduced substantially since it was taken nine months ago.

When a dealer closed a receiving station from which he had long been getting a part of his regular supply of milk, your Cooperative found it necessary to take care of the milk of about 100 members shipping to that station. This milk was sold to an evaporating plant while the Cooperative equalized the price to these members, based on the average price paid at other receiving stations in the same section. The local producers formed a Cooperative for the express purpose of buying or building a receiving station, eventually buying this



B. H. Welty, President of
Inter-State Milk Producers' Cooperative

plant, which has since been remodeled, for the purpose of handling their supply.

Last spring one of our large buyers was faced with a supply of milk which he could not handle in the regular manner. This buyer felt that the best way to handle the situation was to close his various receiving stations in turn one day each week. Your Cooperative took care of all the milk of all members while this plan was in effect, the milk being converted into cream and the producers being paid the Class II price for it. This method of handling the milk prevented the milk from getting out of control and finding its way into the market through irregular channels, which might have caused a break in our price structure.

Price Break Averted

At about the same time, a milk wagon drivers' strike occurred in this market which lasted nearly ten weeks. Through loss of sales by the buyer affected at a time when production was at its peak this buyer was soon faced with an abnormally large supply of milk—in fact more than he could use or could store in the form of cream for future use. Plans were first proposed that each producer keep all milk above a certain quota at home. Then, after one day under this plan, another plan was worked out whereby the Cooperative took off this dealer's hands his surplus supply in the form of 40 percent cream. This cream was purchased at the Class II price and placed in storage. The total amount handled in this manner was about 11 carloads of cream, or 110 carloads of fluid milk, which if left loose to find a market would, it seems, certainly have broken our price structure with a tremendous loss to every producer in the milk shed. The cream involved in this transaction cost approximately \$30,500 and another \$900 was spent for tins in which to store the cream. Roughly, this amounts to about \$4.00 per member, or two cans of Class I milk. Should that cream have been a total loss it would still have been a low premium to pay for the

insurance of our markets and our price. This is, in fact, a small price to pay, especially when we consider that a 1-cent per quart break in the retail price would have caused a loss of between \$80,000 and \$90,000 per month to the producers supplying Philadelphia, and losses in proportion to producers in all our secondary markets.

An Abnormal Season

Production remained abnormally high during the entire summer and with frequent rainy weekends the ice cream business was below normal. Storage supplies of all dairy products, and especially of cream, in the eastern section of the country were quickly filled and, instead of feeding back into the market during the late summer and fall, remained in storage. Consequently, as production continued to keep ahead of demand, our buyers found themselves faced with more milk than they could use in their regular business and the only outlets were so unsatisfactory that they could not handle the milk except at heavy losses. This situation was especially acute during September and your Cooperative, together with the Milk Control Commission and several of the dealers concerned, worked out special arrangements whereby the excess supplies of milk were kept moving in an orderly manner, thus preventing loose

supplies of milk getting beyond control. Through efforts of the Cooperative and producers generally, many of whom kept a part of their supply back on the farms, less than one percent of the milk was finally marketed at distress prices.

You will hear, through other reports, the numerous other activities of your Cooperative of the work of the field representatives in taking care of producers faced with losses due to rejected milk, of individual members faced with loss of market, and of the regular check testing and weighing work.

Prompt Action Required

I have called these activities to your attention in order to impress upon you the necessity of taking care of emergency situations as they arise. As these various developments occurred we found it necessary to act promptly in order to keep an orderly market and a stable price structure. We have been more than pleased with the splendid manner in which our local leaders have backed up the actions of the Board of Directors and the management as these emergencies arose.

I want to thank again the directors, officers and employees for their faithful and sincere cooperation in meeting the problems which have confronted the Cooperative during the past year.

Market Facts and Figures

F. P. Willits, Jr., Statistician

THE MARKET information department was organized in the spring of 1937, at which time the general statistical work of the organization was transferred and enlarged upon by the new department. At the present time, there are three full-time employees whose job it is to see that statistical records are kept up-to-date and that market studies are made whenever the necessity arises.

The primary duty of this department is to accumulate and record market information and statistics. The monthly production records, which date back to 1927, are kept up-to-date and maintained in good order. This information is sent in monthly by the distributors on questionnaires issued by the Cooperative. The monthly purchases of distributors from each of their producers are then transferred from the questionnaire to our permanent work cards which show the life history of each producer so far as his milk marketing is concerned. Every time the herd is transferred from one name to another, the change is recorded, and every time the address of any particular producer is changed, that change likewise becomes part of our permanent record. These producer work cards are part of our permanent bookkeeping system, and contain the amount of commission or insurance paid by each producer each month, as well as his delivery of milk. This means that at all times we know how much commission any producer has paid into his organization, and at any time the Board of Directors may so decide, his share of the unexpended commission is set up on his card and earmarked in what we call the revolving fund. These accounts are checked periodically by the certified public accountants.

Another activity of this department is to review copies of the pay statements sent out by the distributors to the producers

along with the milk check. We have producers all over the milk shed who either send the original statement or a copy of that statement to the Cooperative each month for checking on the method and accuracy of payments. We feel that this service is a valuable one. In many instances this is our only source of information as to what some of the producers receive for their milk.

This department has developed many charts which have been used in Board of Directors' meetings, some have been carried in the Inter-State Milk Producers' REVIEW and, no doubt, many of you have seen many of these charts at your local annual meeting. They are really a story of the market in picture form and are quite valuable in our work.

Get Local and National Reports

We obtain monthly price reports from feed dealers located throughout the Inter-State territory and compile these figures into a table which is carried monthly in your REVIEW along with a monthly market information article. This information article generally contains statistics dealing with the production, consumption and stocks of most dairy products. It carries the weekly open market cream prices, figures on imports and exports of dairy products, prices received by producers selling milk to evaporators, as well as fluid milk prices and price changes in the larger metropolitan markets, the trend of production in both your milk shed and the United States, along with other related material.

This past year we were called on to attend several hearings before the Pennsylvania Milk Control Commission and also a joint Federal-State hearing. Considerable testimony was given by the Cooperative, most of which was prepared by the market information department and included cost of production data. We aided the New Jersey producers in preparing material to be used before the New Jersey Milk Control Board. We also presented considerable testimony before

the Dauphin County Court on the much argued bonding provision of the present Milk Control law. This was done under the supervision and direction of the attorney for the Milk Control Commission and our own attorney, Mr. Kephart. Several weeks were spent in the preparation and presenting of material and information for this hearing.

One other duty of the market information department this past year was in the calculation of payments to producers whose milk was either handled directly or diverted to other outlets by the Cooperative. This included the clerical work in making payments for homeless or excess milk, as well as in making payments to approximately 300 producers who are paid regularly each month by the Cooperative. These producers are located in widely separated parts of our milk shed. Although there is no particular difficulty in making these payments, it takes considerable time and supervision and a great amount of detail work is involved.

Cooperative Forges Ahead

(Continued from page 2)

first forenoon. Those directors who were re-elected or newly elected are indicated in the complete list of directors which will be found on page 2. The new directors are Alvin K. Rothenberger from District 1, who succeeds S. W. Stearly, and Fred A. Walls, from District 12, who succeeds E. H. Donovan. Mr. Donovan, who has discontinued dairying and therefore was not a candidate, had been a director of the Cooperative since its start and, previous to that, had been a director of the Inter-State Milk Producers' Association since 1918.

At the Friday morning session the report of the election of officers by the Directors was given the delegates. All officers of the Cooperative were re-elected for the following year and the same Executive Committee was continued, with the exception that Charles R. Hires, Jr., is now the New Jersey representative on that committee. The Executive Committee met and re-elected Howard W. Wickersham as its chairman. Those Directors who were elected to the Executive Committee are also marked on the list on page 2.

The delegate body voted to continue returning to the districts, for district and local expenses, 50 cents per year for each contributing member, these payments to be made in equal installments in January and July as heretofore.

A middle aged woman lost her balance and fell out of a window into a garbage can. Chinaman passing remarked: "Americans very wasteful. That woman good for ten years yet."

The less people know, the harder it is for them to keep it to themselves.

The Cooperative's 1937-38 Report

I. Ralph Zollers, Secretary-Treasurer

THIS REPORT to the third annual convention of the Inter-State Milk Producers' Cooperative is, it so happens, the first report to cover a full twelve-month period. The report to the first meeting was made shortly after the Cooperative started activities and last year's report covered ten months of work. The period covered by this report extends from September 1, 1937, to August 31, 1938.

The Board of Directors met on November 17, 1937, this meeting including those directors held over from the previous year and seven newly-elected directors, six of whom were re-elected within their districts. The directors at that meeting elected the following officers: President, B. H. Welty; Vice-President, A. R. Marvel; Secretary - Treasurer, I. Ralph Zollers; Assistant Secretary, H. E. Jamison; Assistant Treasurer, F. P. Willits. A. H. Lauterbach was continued as general manager. The directors also elected to the Executive Committee the following: Howard W. Wickersham, B. H. Welty, Frederick Shangle, J. D. Reynolds, J. W. Keith, Ralph E. Bower, and Kenzie S. Bagshaw. This committee then met and selected Howard W. Wickersham as chairman of the committee.

Board Meets Regularly

The Board of Directors held seven regular meetings and one special meeting during the fiscal year, the attendance at which was almost 100 percent. During the same period the Executive Committee held six regular meetings and five special meetings, the attendance here also being very nearly 100 percent. During the early part of the year the directors' regular meeting date was set as the second Thursday of odd numbered months and the regular meeting date for the Executive Committee as the second Thursday of even numbered months. It was found advisable, however, because of the difficulty in preparing the financial report in time to be presented on these dates, to change the regular meeting dates to the third Thursday of the month.

Membership Report

The number of accepted marketing agreements on August 31, 1937, was 7,927, while on August 31, 1938, this had been increased to 8,471. During the regular withdrawal period, which is established by the by-laws as February 1-15 of each year, we received from members 205 requests for cancellation of their producer's marketing agreements and three additional requests were made by the Cooperative. Before April 1, however, 29 of these requests from members were withdrawn and, therefore, these individuals were continued as members. In addition, numerous other requests for cancellation were made by members who had gone out of the dairy business. Several marketing agreements were cancelled during the year for other members who had discontinued producing milk. It is our policy to cancel these memberships promptly as they come to our attention provided the member is willing, so as to keep the membership lists as up-to-date as possible. The Cooperative, as you know, has the power to cancel any such membership after the member has been inactive for one year.

There were 116 active locals in the Cooperative at the close of the fiscal year. All of these locals have held, during the past several weeks, their annual meetings

which, taken collectively, also constitute the true annual meeting of the Cooperative. At these meetings the locals have elected their local officers and delegates and have heard the reports of their local officers and of the Cooperative's work. The total number of official delegates elected by the various locals was 147. Some of these meetings were very well attended while at others the attendance was light. At all meetings, however, the membership took an active part and showed keen and intelligent interest in the reports of both the Cooperative and the local and in the discussion of the future policies of the Cooperative. Numerous locals held several meetings during the year, a practice which we would urge all locals to follow, as it builds interest and keeps the membership well informed of developments.

The terms of directors in seven districts expired this year and in all of these districts the delegates have met and elected a director. The following men were elected as directors from the districts indicated: 1—A. K. Rothenberger; 4—J. Milbourn Wheatley; 7—H. K. Martin; 9—J. D. Reynolds; 12—Fred A. Walls; 15—Howard W. Wickersham; 25—B. H. Welty.

Work On 1937 Resolutions

At the annual meeting a year ago the delegates instructed the directors and manager, through resolutions passed, to carry out certain programs. We are glad to report that the requests contained in many of these resolutions have been fulfilled completely, while in other instances work is being done and we believe progress is being made but because of various complications rapid action was not possible.

Progress has been made on hauling problems throughout the milk shed and with the help of our legal department we are studying the possibility of regulations or legislation which will give producers, through their marketing organizations, opportunity to effect greater economies.

In my report of the Field and Test Department activities I am giving you the results of experiments made in fresh sample testing versus composite samples.

The fight to keep filled milk under control has continued and was fought through to the State Supreme Court, which upheld the State filled milk laws, thus keeping this imitation product from endangering the health of our citizens and the market for our product.

In numerous instances a change of time of picking up milk at the producer's milk house or platform was effected in order to accommodate the producer. The necessity of delivering the milk to the market in good condition was kept in mind in considering any requests for such changes.

Work in connection with a level production plan was carried on throughout practically the entire year, with the result that in July, 1938, the Pennsylvania Milk

Control Commission issued an order approving an optional form of level production.

Lauterbach Resigns

The resignation of A. H. Lauterbach as general manager of the Cooperative, to be effective September 1, was tendered early in July, he having accepted the position of general manager of the Pure Milk Association of Chicago. The Board of Directors, fully appreciating the splendid work performed by Mr. Lauterbach but knowing that in his new position he would be offered greater opportunities, accepted his resignation with regrets. A committee was appointed at once to consider the filling of the vacancy thus created and after careful consideration O. H. Hoffman, Jr., was selected to take the position of general manager, effective September 1.

The financial report of the Cooperative has been presented to all of you who attended your local meetings and discussed fully at that time. It will also be published in the December issue of the REVIEW and, therefore, we will not go into the details of it at this time unless it is the desire of the delegate body that we do so. Extra copies of this report are available and if any of you have not received a copy we shall be glad to supply you with one.

LANCASTER MARKET

The Lancaster secondary market was well represented at the annual delegate meeting of the Inter-State Milk Producers' Cooperative. Plans are under way to hold local meetings in the area during the next few weeks, where delegates will report on the annual meeting. All producers are urged to attend these local meetings.

The officers of the Lancaster Inter-State Milk Market requested the Pennsylvania Milk Control Commission to hold a hearing in order to obtain an adjustment in prices to Lancaster producers, which will give them prices that compare favorably with nearby markets. The hearing was held at Lancaster on November 29, at which the Lancaster sales committee prepared and presented testimony.

The milk price received by many producers in the Lancaster area has improved materially through the operation of the New York milk marketing order. This is due to the fact that a substantial part of the milk from this area is sold in the New York market.

She: "Would you leave your home for me?"

He: "For you I'd leave a baseball game in the ninth inning with the score a tie."

Opportunity never knocks on the door of a knocker.

Quentin Reynolds "Talks To Us"

As One Cooperative To Another

THE American farmer has in his own hands the power and ability to better his economic position. Quentin Reynolds, manager of the Eastern States Farmers' Exchange told the 500 delegates and members attending the third annual convention of the Inter-State Milk Producers' Cooperative. Mr. Reynolds' organization purchases and processes feed, seeds, fertilizer and equipment for more than 80,000 farmer members.

The speaker asserted that "With dogged determination mastering resourcefully obstacles of various sorts, your leaders with your support have brought your nationally respected association through once more and have fitted it to serve your needs better in the coming years, provided you continue to give them unflinching loyal, intelligent support. This you will do only if you value clearly the opportunities which lie before you through this cooperative effort."

"American markets are the envy of farmer producers throughout the world. In this age of concrete roads and motor transport, the best markets in America are within easy reach of your own trucks. You and your neighbors put your dairy products into these markets in less time and at less expense than can dairymen in any other part of this country or elsewhere."

Have Competitive Advantage

"The time has passed when homesteading farmers mining virgin soil can offset your advantage of location and undersell you at a profit in this area. Those farmers are themselves in maturing communities subject to the costs you pay, plus higher transportation charges. They have to contribute toward the building and maintenance of schools, roads, hospitals, insane asylums, and all the other things which develop in a more mature society just as you do. To reach the markets in which you sell readily, they have to pay significantly higher transportation charges."

Stating that our Eastern farmers possess the best markets in the world, Mr. Reynolds added, "Possessing all these advantages they are scarcely supporting their families and are finding it difficult to maintain their farm and livestock on standards consistent with their ideals. It is to correct this situation that you and your neighbors have turned to cooperative purchasing and cooperative marketing. With these tools you expect to meet successfully on the family farm the competition from big business and the opportunities it is providing. Individually your farm units, so satisfactory as a mode of life, cannot match the effective purchasing and sales departments of the corporations which compete for the dollars you spend and with whom you compete for a share of the consumer dollar. Collectively you are matching them. You have developed purchasing departments through cooperation which compare favorably with the divisions of the large corporations which devote their energies to selecting the materials best suited to the needs of their companies. You have developed marketing agencies which compare favorably with the sales divisions of these same companies. But just as these companies, if they are successful, are not and never will be satisfied with their purchasing, production, and sales divisions and continually seek to improve their equipment and methods, so you and the farmers whom you represent regard your purchasing, your production, and your marketing methods and facilities."



Quentin Reynolds, General Manager of Eastern States Farmers' Exchange, guest speaker.

"When some one comes to you and says that your marketing association is putting too much money in reserves, do you agree or do you turn to that man and ask him how he expects your marketing association to do an effective job for you in competition with concerns backed by immense concentrations of capital unless your directors with your support adequately equip the men they have hired to run your business?"

Reserve Proves Value

Effective marketing depends upon maintaining a variety of outlets, declared Mr. Reynolds, illustrating this point with the purchasing activities in the early days of his organization. When a crisis arose which involved the entire future of his organization the financial reserve built up during the years enabled them to strike out independently, following a course that would be to the best interests of the membership. In this connection Mr. Reynolds said, "Over the six years of the Exchange's history it had established a reputation with banks and the trade for fulfilling its obligations." The same urgent need for adequate financing, it was pointed out, faces our milk marketing cooperatives.

On the matter of membership loyalty Mr. Reynolds stated, "Marketing milk cooperatively is very different from buying supplies cooperatively, but in doing the latter we have definitely proved that member confidence and loyalty increases as the association accepts responsibility for more and more of the services involved in the preparation of the product."

"By the way, there is nothing in cooperative purchasing comparable with milk boards and market orders determining prices and rules of competition. Our farmers with cash for their needs are the farmers who are tempted with the best bargains others have to offer."

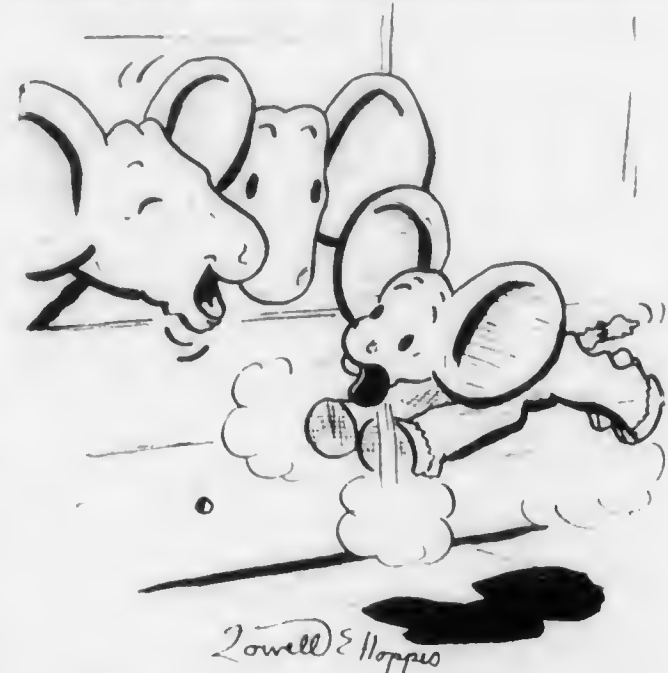
"Farmers must, through sound cooperative action, control their purchasing and their markets if they are to make their enterprise successful so that the family farm can continue to be an effective as well as an ideal mode of life for men and women who are generally recognized to be the stabilizing influence, if not the actual backbone, of our democracy," declared Mr. Reynolds. "Doing so successfully involves pooling the capital required to properly maintain, enlarge, and administer the operation. Let me remind you again that this involves no more expenditure than farmers are accustomed to make, but it does involve placing the control of that expenditure in the hands of their representatives."

The Directors' Job

Successful management of cooperatives lies with the directors, the speaker concluded, stating "The directors of an enterprise which on a basis of service performed justifies its existence dealing with the mass production and mass distribution agencies of our time carry grave responsibilities. They must be selected and trained to fulfill them."

"The manner in which these directors are chosen is immaterial but the spirit in which they accept their directorship is all important. It depends not on by-laws or regulations but on the spirit of the organization itself."

"So long as such organizations as your Inter-State and Eastern States set as their goal service to the farmers who compose the membership and keep their members informed on the significance of moves made to attain that end, they will attract to their directorates men who can and will direct properly, to their staffs men who lose themselves enthusiastically in service and to their membership a growing number of farmers who will pay what it costs because they receive value for what they pay. On that basis farmers can cooperate with confidence. With such cooperation the incentive to supply the best of milk to the best of markets will continue—and more important still—our family farms will thrive again and our rural communities will maintain their incomparable character."



General Manager O. H. Hoffman, Jr., Outlines Future Plans for Your Co-op.

I AM GIVEN to understand that it is part of the general manager's conventional job to tell of the achievements of the year. I came too late, however, to have any share in those achievements and am going to limit my remarks on that subject to very hearty congratulations to you on the results I have observed.

You have maintained your price structure in the face of a difficult and falling market. You have done this by sound methods and through the exercise of friendly relations with the public agencies and the dealers with whom you are doing business. You have handled tremendous quantities of milk and cream, thereby not only stabilizing the market for yourselves but for those about you. You have assisted one of your locals in the establishment of a cooperatively owned receiving station—a station of which you may be proud. You have accomplished these things in the face of most adverse conditions and in a season almost without parallel, both as to the quantity and the peculiarity of its production.

Finally, you have done all this, not as an old established cooperative backed up with years of accumulated experience and financial reserves for such emergencies but as a young successor to an honored old institution, a successor filled with courage, loyalty and a will to do, but severely limited as to the means with which to do it.

Some Control Expected

I have just completed attending a large number of local meetings of our Cooperative, meetings held throughout the milk shed, and I have been impressed any number of times by one thing:—Our people apparently do not want to have their agricultural operations supervised from the outside, however kindly may be the intent of such outside supervision. True, they are unhappy with their present economic situation but throughout there appears to prevail an aversion to outside assistance and control. That leads me to this observation. If anything is to be done about the situation in which the farmer today finds himself, it is going to be accomplished by outside control for the common good—or by inside control for his own good. In either case, there will be control.

There was a time in this land, as you and I both remember, when the individual farmer and his household could be a more or less self-contained and self-sufficient unit and hard cash played a very secondary part in his life. That was an era when one could truthfully say that if one owned outright a piece of land he and his family could live and pretty much disregard the outside world.

This, as you know, is now all changed. Today we as farmers are practically as dependent upon others as is any other business man. Currency has completely replaced crops as a medium of exchange and what we grow must be turned into cash before we buy with it. As a result, we find ourselves by necessity thrust into continuous barter with a highly organized and integrated world geared up to operate as huge units with all the efficiencies, information and unity of action and financial strength that such organization and integration gives.

Can Control Our Own

I said a moment ago that we were faced with one of two controls. One is an outside control for the common good, that is, control of production and sales set up by

governmental agencies for the properly selfish purpose of getting agriculture on its feet. To the end that government would not be forced continuously to subsidize agriculture, and that agriculture might have the purchasing power not only to support itself but to contribute its share to the national purchasing power. Either this control faces us or we must take the other alternative and control ourselves for our own good.

As each of you know, when the Cooperative was formed two years ago two vital, important, and two highly necessary clauses were placed in your membership contract. That contract now both guarantees you a market and payment for the milk marketed. During this last year there is hardly an area within this milk shed which has not experienced some benefits from the guarantees and the very fact that you have written these guarantees into your contract has indicated that you have realized the necessity of looking after yourselves rather than having government look after you. It has immediately placed two responsibilities upon you.

The first of these is the responsibility of fulfillment of that guarantee, and this becomes a problem of finance. The other responsibility is the responsibility of control. One can not safely guarantee markets without some supervision and control of the product to be guaranteed. That brings up several of the specific problems with which your Cooperative is faced at the present time.

Level Production

Last year you had the courage to authorize the working out of a level production plan. This plan, which had to do with the method of establishment of quotas, was finally approved by the Pennsylvania Milk Control Commission in July. As you know it has not been put in effect as yet. I have been very pleased to find at practically every meeting which I attended this year that a large proportion of our producers are anxious to see a level production plan become effective. Doubtless some of you have grown impatient and wondered why we have not been able to get it in force immediately.

Your directors authorized a committee to contact the dealers in this market and consider the early establishment of the plan. Preliminary work was done on this. However, at the time this came up the market was faced with such extraordinary surpluses that the introduction of any innovation in marketing necessitated, in the minds of some of the dealers, a reconsideration of the price structure before anything else should be done. Under the

circumstances nothing definite has been accomplished. However, we are hopeful of seeing a plan made effective in this area before too long.

It Works In New Jersey

A plan designed to level production has been in effect in New Jersey for several years. Here in Pennsylvania, however, the Milk Control Commission, either because of the way the act is written or because so far sufficient evidence has not been presented to convince it of its necessity, has not seen fit to make a base-surplus system mandatory within this area. Until such a system is made mandatory it will be necessary to establish it on an optional basis and such a basis, being more complicated, calls for considerable time and work before it becomes effective.

Incidentally too, the ultimate success of any cooperative's base-surplus plan is going to hinge, in my judgment, on its having full-supply contracts with its dealers. Full-supply contracts solve many problems in the market. First of all, they tend to secure for a cooperative a complete membership within the area. Second, they offer the cooperative the soundest method of establishing a base-surplus plan which is equitable among producers and which is under producer control. Third, it offers the Cooperative its best opportunity to equalize among producers the varying blended prices paid by different dealers as a result of their various utilizations of milk. You may regard the full-supply contract as in the offing and wonder why any dealer would see fit to turn over to any cooperative the supplying of all his milk, yet many dealers throughout the United States are doing it continuously and are finding it a satisfactory way of purchasing their milk.

Full Supply Contracts

Such a plan frees the dealer from the responsibility of having to secure his milk. It frees him from the responsibility of having to take excess supplies and this saves him money. While doing this, the cooperative assumes the responsibility of selling the surplus milk at the best possible price. However, no dealer is going to contract with any cooperative for a full supply of milk unless that cooperative is in position, both in the strength and soundness of, first, its membership and management and, second, its finances, to guarantee the fulfillment of such contract. And so, this too leads up to the question of financial position. As a matter of fact, almost every one of the problems with which any cooperative is faced today ties in all too intimately and vitally with the strength or the weakness of its financial position.

All of you know that this matter of financial strength or insurance reserves has been discussed at every local meeting and you know that, with one exception as far as we are able to find, no local has opposed the increasing of our reserves. But I want to emphasize here that financial reserves have to do with other things than mere guaranteeing of markets. The first thing that any business firm looks into before it does business with an organization is its financial condition. Nothing contributes as much to confidence in business dealings as a strong financial position. Our Federal Government and our big industrial firms such as Ford, Pennsylvania Railroad, or DuPont, would not think of letting a contract for equipment or materials unless the other party to the contract had the financial strength sufficient to assure the

fulfillment of that contract. A strong financial position of itself indicates that an association is conservative and conservatively managed and people apparently want to do business with that type of concern.

There are three things which we must have, I am certain, if we are to expect to do business on a parity with those to whom we sell. The first of these is a closely knit organization—loyal, and more than that—informed. Incidentally, I want to say that rarely does one have a loyal organization that is not informed.

In the second place, the directors and management must be honest, and not only honest but capable.

Finally, there must be money in the bank. I can not emphasize too strongly that the possession of money in the form of reserves, in addition to the actual physical security which it offers, gives even a greater intangible security and contributes enormously to market stability.

How "Revolving Fund" Works

I have had opportunity to explain to those of you who have attended the local meetings at which I have been present the method in which these reserves have been built up in our sister markets and built up at no great ultimate cost to the producers. The method is exceedingly simple. More money than is normally necessary for current demands is paid into the organization each year, the balance above regular operating expenses going into a special or reserve fund used to provide market insurance. Out of the annual reserve are paid losses incurred in upholding the guarantees in membership contracts. The balance of the money collected is invested in sound securities, perhaps at low yield, in which the conservation of principal is the prime concern. This unused part of each year's reserve thus becomes an additional part of the Cooperative's total reserve. Records are kept which show exactly the proportion of that reserve standing to the account of each member.

In the Baltimore and Washington markets this money lays undisturbed for six full years. At the end of that time there has accumulated not the reserves of one year but the total reserves of six years. In the seventh year the unused deposits of the first year are paid back. That is, they are returned pro-rata to the man who originally deposited them. If he shipped milk only one year he not only helps provide some protection to other producers the following six years in return for the protection given him that one year, but at the end of six years he gets a refund for that single year. If he shipped milk every year he likewise has had to wait six years for his first refund but after this first payment he receives a similar one annually.

Should death occur the refund is made to the estate of the member. In any case the deposits not used for market protection are put on interest and at the end of the sixth year are refunded to the man who made them.

Return Payments Grow

It is interesting to notice how these refunds grow. In the year 1932 the Maryland and Virginia Milk Producers Association, which uses this method, returned to its members of 1926 a sum of \$32,485.47, this representing only 17.3 percent of the total 1926 "brokerage" as they call it. Incidentally, the Washington Association does not segregate the operation and the reserve accounts as we do here. Remember—in 1932 just \$32,485 was refunded from the moneys deposited in 1926 and this represented 17 percent of the total brokerage of that year. In 1933, 22.9 percent of 1927's deposits were refunded. In 1934, 38.1 percent of 1928's deposits; in 1935,

40.6 percent of 1929's deposits and in 1936, 55.7 percent of 1930's deposits were refunded. In 1937, 52.8 percent of 1931's deposits were refunded and in 1938, 60.6 percent of the moneys deposited for all purposes in the year 1932 were refunded to producers, a total of \$122,655.35 for that year. In the last seven years the Maryland and Virginia Milk Producers Association has returned to its producers \$497,966.96 in refunds and as a result producers of that area quite properly regard their brokerage deductions not as items of expense but as investment.

In conclusion, just a word about what may be our problems in the next year. There are several. First, we must level out our production and while this is a tough job this must be done if humanly



O. H. Hoffman, Jr., General Manager of the Inter-State Milk Producers Cooperative.

possible. Second and perhaps even more important, we must strengthen our reserves and I am confident that this will be done.

Tell Story Back Home

If this delegate body determines that our reserves shall be increased, a third problem will arise. There will be members in many locals, your neighbors, who do not understand the necessity for such procedure and it will be necessary for you to act as missionaries among these men. Here let me emphasize just one point. It is not the intent of your Cooperative to build a reserve fund with which to fight our buyers. Nothing is further from our minds—nothing, generally speaking, could be more foolish. The purpose of the reserve fund is to protect ourselves. I am saying this here because as missionaries you will be obliged to explain the reason for the action you take at this meeting and those of you who are here will have to be the missionaries since it is impossible for the manager, or the manager and the field force, or the manager and the field force and the directors all together, to see individually nearly all the 8493 producers who are members of the Inter-State.

Just as a burden of responsibility rested on you when you were sent to this meeting by your local people to represent their interests, another burden of responsibility rests on you to go back to your neighbors and give them the full and complete facts about the actions taken at this meeting. Whatever is decided here will represent the opinion and the will of the majority. And so, as this delegate body takes action on the future of your own milk market insurance reserve it will be your job to take to

your neighbor members the real facts and reasons on which such action was decided, in order that he as well as you may sense its necessity.

There is a final problem which may face us this next year. As each of you know, the price of milk, unsatisfactory as it may be to us, is infinitely better than the price of most other farm commodities. Paradoxically, this puts milk in a very unhappy position among farm "crops". For this very advantage of better price, comparatively speaking, may induce a further increase in the already heavy production and thus sooner or later force a decrease in prices.

It seems to me that the presence of cooperatives among milk producers has been largely responsible for holding the price of this commodity at the levels which have so far obtained. But should this price go down there will be a temptation on the part of many to blame their organization for it. Remember that your Cooperative can not secure artificial prices for your product. The most that it can do is to get you a fair price for your product and to prevent unnecessary price drops because of temporary market or economic conditions. Should we experience such an increased production that a price reduction will be necessary it will call for loyalty and understanding on the part of all producers and, in addition, explanation on the part of you men who have had the opportunity to become more intimately acquainted with the affairs of your Cooperative and your milk market.

Members Determine Results

It has been my privilege to be your general manager for some two and one-half months. I realized in coming here I would be following in the footsteps of two of the outstanding cooperative leaders in this country as far as milk is concerned. This has made the job doubly difficult but I want to take this opportunity of thanking every one of you—president, officers, directors, members of office and field forces, delegates and members for the loyal support which you have given me in this short time. If it continues I am not too much concerned about the difficulties which we may run into for with the same loyal and understanding help from all concerned we shall be able to handle such situations as they arise.

ALTOONA-HUNTINGDON

A committee from the Altoona-Huntingdon market, together with a representative from the Johnstown area, recently visited the Milk Control Commission for the purpose of asking that a level production plan be set up for the area. The Commission invited the committee to be present at a conference on December 6, which is being called for this purpose. Every effort will be made to get a plan into operation by January 1.

The marketing committee met on November 22 and made plans for an annual meeting of the entire advisory committee. The date was set as December 21, at which time a new executive committee for the market will be elected.

"Well, I finally got into the movies."

"How did you do it?"

"Paid them a quarter." *Fricol*

The Work In the Field

I. Ralph Zollers, Department Director

IT SEEMS a very short time since I gave you a report of the Field and Test Department of the Inter-State Milk Producers' Cooperative at last year's annual delegate meeting. But when I checked the record of all activities of this department, it seems almost impossible to have crowded so much work into twelve months, or perhaps I should say 365 days. I am suggesting 365 days because many times our field representatives have been called upon to assist our members on holidays or Sundays as well as on regular business days.

We employ nine full-time field representatives and one part-time representative. They performed a wide variety of duties and services to the membership. The field representative in your section, and the Cooperative director in your district, are the organization's regular representatives for you and the members of your Local. We want you to feel free to call upon them at any time for any service in connection with the marketing of your milk.

Check Testing Results

One of the important services rendered by the field representatives is the check-testing of the composite samples of milk on which your payment is based. During the past fiscal year check tests for butterfat content were made on 50,636 samples. Of this number, variations of more than the legal limit of 0.2 of one percent were found in only 265 instances, or one for each 191 tests. In all but one or two such instances the tests were changed to agree with the results found by our field representatives. Our men checked composite samples and tested the accuracy of scales at least six times during the year at approximately 110 receiving points.

Butterfat tests were made on individual samples of 4,112 cows from 325 different members' herds. This herd testing service gives the members an excellent check on the butterfat tests of the milk of their individual cows and also provides a means of checking on the accuracy of composite samples taken at the buyer's milk plant.

We tested, during the past year, 2,921 cows for mastitis or other udder trouble. We have helped hundreds of members find the causes of rejected milk and worked with them on methods of removing these causes. Our field force called on many members to give them market information, to talk over with them the Cooperative program, and to discuss their individual milk problems. Many of our members who have been dissatisfied with the market for their milk have been changed to a more satisfactory market through the help of our field representatives.

Local Meeting Work

Your field representatives attended and assisted in carrying on the programs at 205 local meetings in addition to attending many district, committee and other educational meetings at various times during the year. In giving this service to the members they have always kept in mind that their work is to be helpful to the members in their individual milk marketing problems and organization activities.

Each field representative is assigned a definite territory in which he is responsible for field work. In a few emergencies we have transferred, temporarily, a field representative to another territory for

special work. In such cases, however, the field representative is not out of his regular territory more than two or three days and arrangements are made to take care of any special problems that may arise during his absence. If you or your neighbor members are not acquainted with your field representative we hope you will make special effort to become acquainted with him. The name and address of each representative will be found on page four of the Milk Producers' REVIEW.

Last year we reported to you on our secondary market setup. Four secondary markets were active at the time of our annual meeting and shortly thereafter the Lancaster market committee started activity in that area. These markets have had a very successful year of operation. There has been very little homeless milk due largely to the activity of the secondary market managers and the executive or sales committees in the secondary market areas. Charles Cowan, a member of our field staff, was selected as part-time manager of the Lancaster Secondary Market.

Special Outlets Found

This year, more than ever before, our field representatives were called upon to assist in locating markets for members' milk which the regular buyers were not in position to handle. Practically every part of the milk shed was affected by this situation at one time or another, thus placing extra work on all of our field staff. New outlets were found at various times and in different sections of the milk shed for more than 8,000,000 pounds of milk during the spring and summer. In addition to the work of finding new outlets for this milk the fieldmen put in many hours and experienced many headaches in arranging transportation for this milk, oftentimes on short notice.

The field representatives signed up 712 new members during the year. In many instances considerable time and effort was required to convince these new members of the advisability of joining the Cooperative. We feel that it is the duty of all of us, including our present members, to carry information to the non-members about the work and accomplishments of the Cooperative, thereby reducing the time and lessening the effort required on the part of the field representatives, directors or other members in signing up new members. They have also assisted in redeeming the stock of members who have gone out of business, thus helping keep our membership records clean.

Fresh Sample Tests

At the meeting a year ago we discussed with you briefly fresh sample testing such as is used in payment for milk in some markets. Last January we initiated an experiment designed to compare the accuracy of fresh sample testing with com-

posite tests. Three fresh samples were taken each month from the milk of a selected list of producers at eight different receiving stations. During the nine months of the experiment we have found that the average of three fresh samples per month gave a test slightly more than 1/10 of one percent higher than did the composite samples for the same producers the same months.

The Babcock test law in Maryland provides that either a composite sample or the average of three or more fresh sample tests may be used as the basis of paying producers for milk. The Babcock test law in Pennsylvania, New Jersey and Delaware do not permit this type of fresh sample test. I hope that this delegate body will authorize that steps be taken toward having the Babcock test laws amended so as to permit payment on either fresh samples or composite samples. It would likely require a long-time program to change from the present composite sample test method to a fresh test method. It is our hope, however, that a plan can be developed which will permit fresh sample tests and which will place responsibility for such tests in the producers' hands. The fresh sample testing plan has been used in the Baltimore market for sometime and has worked out very satisfactorily.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of October, 1938:

Butterfat Tests.....	4749
Plants Investigated (first half Oct.).....	24
(second half Oct.).....	25
Farm Calls.....	1054
Non-Farm Calls.....	441
Herd Samples Tested.....	277
Brom-Thymol Tests.....	215
Microscopic Tests.....	43
Membership Solicitation Calls.....	106
New Members Signed.....	16
Local Meetings.....	65
Attendance.....	2392
District Meetings.....	3
Attendance.....	73
Committee Meetings.....	12
Attendance.....	80
Other Meetings.....	7
Attendance.....	265

Mrs. X: "Does your husband talk in his sleep?"

Mrs. Y: "No, and it's terrible exasperating. He just grins."

"How does it feel to be marrying an heiress?"

"Great! Every time I kiss her I feel as if I were clipping the coupons off a government bond."

"I can tell you the exact score of the game before it starts."

"What is it?"

"Nothing to nothing before starts."

Why The Co-op Needs a Lawyer

As Told by A. Evans Kephart, Counsel

I HAVE BEEN asked by the President of your organization to make a report on the legal work of the Cooperative for the past year. I spent considerable time preparing a report, but decided not to follow it, because, while I was talking to one of your field representatives last evening, he said that at one of the local meetings, the question was raised: "Why do we have a lawyer, what good is he anyhow?"

I have been wondering how anybody could come to that conclusion after hearing Mr. Welty's report.

As I remember, Mr. Welty spoke of filled milk, of bonding, and about the group of producers on the Maryland shore. He also told about the dealers turning back milk, but did not go into detail about the legal service involved. I would like to tell you a little about each one of these, so you can go back to your territories and tell them what I do for the Cooperative and them.

The Filled Milk Case

Last year at the meeting you heard some talk about filled milk. At that time legal proceedings had been started, but not finished. As you know, filled milk is produced by taking skimmed milk and mixing it with coconut oil. It is sold for a few cents a can, usually as evaporated whole milk. You may wonder how this affects you. The answer is this: To compete with this low price, the evaporated milk people cut their prices. This causes the consumer to buy filled or evaporated milk in preference to whole milk, and you lose your market. In addition, filled milk is misrepresented, and the people that buy it are not getting what they are paying for at all. All of you have paid out enormous sums to build up a good reputation, and the sale of an inferior product as milk tears down this reputation. Back in 1923 the old Inter-State Milk Producers' Association advocated laws prohibiting the sale of filled milk, and such a law was passed. A year or so ago, the manufacturers of filled milk decided that the law was unconstitutional, and sold thousands of cases of this milk in a period of three weeks. This was all done in the western part of the State, and that is why some of you may not have heard about it. We immediately got in touch with the Attorney General's office and prosecution was started. The filled milk people then sought an injunction. The case came up in the Dauphin County Court. I helped Mr. Polikoff. We got witnesses for him. Mr. Balderston who formerly was associated with your organization came on from Chicago to testify, other witnesses were gotten. We won in the County Court and an appeal was taken. I participated in the argument before the Supreme Court. In this way, Inter-State was in some measure responsible for the decision handed down by the Supreme Court that filled milk could not be sold in the State of Pennsylvania.

Another problem where legal advice was necessary was on the question of hauling of milk, and that is directly connected with another point Mr. Welty made. He spoke of the time the dealers turned back milk a day a week. I think quite a lot of our members were affected by this action. It does not appear on the face of this why there should have been a legal problem, but there was. The disposal of this milk required haulers, and there are provisions in Pennsylvania laws that require haulers to have a permit to make contracts with us to haul our milk. These had to be filed, and I was called in to assist the Cooperative.

Presents Producers' Case

The Milk Control Commission holds hearings from time to time to determine the price of milk to be paid to producers. This price affects each member of the Cooperative and I know each of you is vitally interested in it. The Commission has to decide what the prices should be and at these hearings, which sometimes last for many days, evidence is presented. The Milk Exchange is present with its lawyers; many individual milk companies are represented by their own lawyers; and these present the dealers' side of the price question to the Commission. The Commission has its attorney there, and he presents evidence, much of which is statistical information derived from the dealers' own records which has not been available to the Cooperative. The Cooperative on your behalf presents its own evidence as to cost of producing milk. This evidence is of a type which the Commission may not have, such as statistical information worked up from our

al. Your organization, along with the Pittsburgh cooperative, intervened in this case and participated in the trial. I again was called on to help. I worked with Mr. Polikoff in preparing the case. As a matter of fact, I sat in on the trial of the case and examined witnesses. I argued that, if farmers were required to sell their milk on credit, the dealers should be required to protect that credit by bonds. Once again the Dauphin County Court sustained us. The law was upheld and it was a complete victory in our favor. While this bonding provision may affect a lot of you only indirectly, you never can tell when you are going to need it. This decision was quite important to the Cooperative, as the Cooperative contract guarantees payment to all members.

Mr. Welty told you about the dealer in Pennsylvania who could not pay his farmers, and we paid them over \$10,000. That money is not lost money, because we are getting it back. No doubt, a substantial part is now paid back. But when the agreements to do this were made, there was plenty of work to do.

The next thing Mr. Welty mentioned was the group of producers on the shore where the receiving station was closed. A market had to be found for this milk as it had to be taken care of. Assistance was given these producers in the formation of a local Cooperative to own and operate a receiving station. Cooperative law, by the way, is a field of law that not very many lawyers know much about. Most lawyers do not deal with Cooperatives or organizations of this type.

Hauling Permits

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records and records of cow testing associations. The Cooperative also presents the farmers' viewpoint to the Commission and their views are not necessarily the same as those of the Commission. My chief function as your attorney is to see that all testimony favorable to the farmer, which can be gotten, is produced and presented in such a manner that any order, satisfactory to producers, can be sustained in court, or, on the contrary, that any order, unsatisfactory to producers, is subject to attack in court. Some farmers may feel that it is unnecessary for farmers to have their own attorney represent them at a milk commission hearing but they fail to realize that the Commission is a body with judicial functions and duties and that the Commission's attorney is not subject to their directions or orders.

In addition to State Commission hearings, there are Federal hearings in which your side of the case must be presented, for any Federal order which is not supported by proper and airtight evidence is void.

Legal Advice Important

I must attend every Board meeting, every Executive Committee meeting, and many legal questions arise at these meetings that I must answer. Many telephone calls are made to my office daily about one thing or another. It may be a question as to whether we have to file tax reports as we operate in several different states, or there are by-laws to be drawn up, minutes to go over and forms to be prepared. It is almost impossible to go into detail.

When you come to think of it, as to what legal services are rendered and what legal work is done for the Cooperative, it would seem that a lawyer is necessary, and when you think that it costs each member much less than 1/10th of one cent per hundred pounds of milk, it isn't as bad as sometimes painted. I thank you.

TRENTON MARKET

Prices received by producers in the Trenton marketing area compare very favorably with those received in other parts of the Philadelphia milk shed or in neighboring milk sheds.

The regular annual meeting of the Trenton advisory committee was held on November 30, at which the year's business was closed, with the report that the committee is in sound financial condition. The reorganization for the following year's work resulted as follows:

Wm. J. Lauderdale was elected chairman; Eugene Stapler, vice chairman; and H. H. Fisher, secretary-treasurer. These three together with Alvin Satterthwaite and Hubert Walton comprise the milk marketing committee. Frederick Shangle was continued as manager of the Trenton Inter-State Milk Market.

Many a man is compelled to keep his word because no one will take it.

Financial Statement, 1937-1938

Mr. I. RALPH ZOLLERS, Secretary,
Inter-State Milk Producers' Cooperative
401 North Broad Street, Philadelphia, Pa.

Dear Sir:

WE HEREBY CERTIFY that we have made an examination of the books and accounts of the Inter-State Milk Producers' Cooperative for the Fiscal Year ended August 31, 1938. In our opinion, the accompanying Statements of Assets and Liabilities (Exhibit A) and Income and Expense (Exhibit B) set forth the financial condition at August 31, 1938 and the result of operations for the Fiscal Year ended that date.

Very truly yours,
FLEISHER, FERNALD & COMPANY
Certified Public Accountants

September 20, 1938.

INTER-STATE MILK PRODUCERS' COOPERATIVE FINANCIAL STATEMENT Period Ending August 31st, 1938

BALANCE SHEET August 31, 1938

Exhibit A

ASSETS	
Current Assets:	
Cash—	
On Hand.....	\$ 150.00
Liberty Title and Trust Company.....	3,791.80
	3,941.80
Travel Advances.....	350.00
	\$ 4,291.80
Accounts Receivable.....	2,749.41
Investments—at Cost.....	*5,339.06
Assignments Receivable—	
Due from Inter-State Milk Producers' Association.....	6,942.25
Notes Receivable.....	10,361.69
Accrued Interest on Notes Receivable.....	37.54
	10,399.23
Inventory—Cream (40%)—At Cost (Partially pledged as Collateral for Notes Payable).....	31,526.89
Total Current Assets.....	61,248.64
Fixed Assets:	
Furniture and Fixtures.....	\$ 2,206.35
Less—Reserve for Depreciation.....	269.15
	\$ 1,937.20
Organization Expense.....	1,244.50
TOTAL.....	\$64,430.34
LIABILITIES	
Current Liabilities:	
Notes Payable (secured by Collateral)—	
Liberty Title and Trust Company.....	\$19,000.00
Unexpended Balances—	
Secondary Markets:	
Altoona-Huntingdon (Schedule A-1).....	\$ 1,465.14
Lancaster (Schedule A-2).....	45.14
South Jersey (Schedule A-3).....	589.91
Trenton (Schedule A-4).....	
Wilmington (Schedule A-5).....	242.96
	2,343.15
Accounts Payable—	
Members:	
Represents proceeds on assigned stock except \$1.00 for each member.....	\$ 66.75
Miscellaneous.....	1.75
	68.50
Accrued Social Security Taxes.....	1,040.07
Total Current Liabilities.....	\$22,451.72
MEMBERS' EQUITY	
Members' Contracts:	
Members' Certificates Issued (8471).....	\$ 8,471.00
Application for Membership Certificates (555).....	555.00
	9,026.00
Reserve (Schedule A-6).....	32,952.62
	41,978.62
TOTAL.....	\$64,430.34

*Sold September 10, 1938 for \$5,487.50 plus \$39.38 accrued interest.

UNEXPENDED BALANCE—SECONDARY MARKETS Period Ending August 31, 1938

ALTOONA-HUNTINGDON Schedule A-1

September 1, 1937, to August 31, 1938

Balance Unexpended, September 1.....	\$ 485.55
Additions:	
Contributions to Market.....	2,783.91
	3,269.46
Deductions:	
Salaries.....	\$883.08
Travel.....	638.73
Miscellaneous.....	281.51
Postage.....	1.00
	1,804.32

Balance Unexpended, August 31..... **\$1,465.14**

LANCASTER Schedule A-2

Balance Unexpended, September 1..... **\$**

Additions:	
Contributions to Market.....	1,125.91
Reimbursement of Expenses by Lancaster—	
Salaries.....	\$375.70
Travel.....	174.71
	550.41
	1,676.32

Deductions:	
Salaries.....	\$450.84
Travel.....	207.04
Payments to Lancaster for Contributions.....	973.30
	1,631.18

Balance Unexpended, August 31..... **\$ *45.14**

*As at August 31, 1938, the Lancaster Secondary Market had deposited in the Northern Bank and Trust Company, Lancaster, Pa. \$422.89 representing excess of amount received \$973.30 over amount paid \$550.41.

SOUTH JERSEY Schedule A-3

September 1, 1937, to August 31, 1938

Balance Unexpended, September 1.....	\$ 487.21
Additions:	
Contributions to Market.....	6,451.04
	6,938.25

Deductions:	
Salaries.....	\$3,106.56
Travel.....	1,347.85
Broadcasting.....	450.00
Dairy Dell.....	500.00
Miscellaneous Supplies and Expense.....	326.12
Postage.....	132.66
Rent.....	200.00
Telephone and Telegraph.....	285.15
	6,348.34

Balance Unexpended, August 31..... **\$ 589.91**

(This Statement does not reflect the operations of the Dairy Dell Atlantic City, N. J.)

TRENTON Schedule A-4

September 1, 1937 to August 31, 1938

Balance Unexpended, September 1.....	\$ 628.96
Additions:	
Contributions to Market.....	2,570.81
	3,199.79

Deductions:	
Salaries.....	\$1,845.00
Travel.....	613.20
Miscellaneous Supplies and Expense.....	10.00
Rent.....	240.00
Stationery and Printing.....	6.10
Telephone, Telegraph and Services.....	92.61
	2,806.91

Balance Unexpended, August 31..... **\$ *392.88**

*Represented by: Cash Lambertville National Bank, Lambertville, N. J. \$392.88.

December, 1938

WILMINGTON

Schedule A-5

September 1, 1937, to August 31, 1938

Balance Unexpended, September 1..... **\$ 497.23**

Additions:	
Contributions to Market.....	2,864.79
	3,362.02

Deductions:	
Salaries.....	\$1,137.96
Travel.....	969.66
Accounting.....	150.00
Clerical Expense in connection with issuing	
Clover checks.....	315.00
Hauling.....	154.10
Lettering Trucks.....	68.00
Loss sustained in sending out Clover checks.....	119.73
Miscellaneous.....	21.16
Postage and Printing.....	40.30
Rent.....	110.00
Telephone and Telegraph.....	33.15
	3,119.06

Balance Unexpended, August 31..... **\$ 242.96**

RESERVE

Schedule A-6

September 1, 1937, to August 31, 1938

Balance, September 1..... **\$18,988.43**

Additions:	
Reserved from Operations for Special Expenditures (\$1.01 of each \$1.03 of Membership Commissions collected).....	\$52,114.84
Portion of Inter-State Milk Producers' Association Capital Stock redeposited with Cooperative by Members.....	48.63
	52,163.47
	\$71,151.90

Deductions:	
Milk Loss by Producers:	
Defaulted Distributor Loss.....	\$ 505.55
Distributor Cream Sales.....	299.04
Market Excess Milk.....	17,387.61
Producer Cream Sales.....	94.45
Unmarketed Milk.....	374.32
	\$18,660.97

Market Information:	
Salaries.....	\$ 4,215.00
Travel.....	431.91
Accounting.....	41.00
Equipment (Milk Platforms, etc.).....	72.50
Insurance.....	50.00
Legal.....	2,648.98
Miscellaneous Supplies and Expense.....	174.76
	7,634.15
Contributions to Districts.....	3,452.50
	29,747.62

Net Income Allocated to Reserve (Deficit) (Exhibit B)..... **41,404.28**

Balance, August 31..... **\$32,952.62**

COMMENTS ON FINANCIAL STATEMENT

Accounts receivable includes advances made to producers where the Cooperative pays the producers directly, an advance to the Centerville Milk Producers' Cooperative, and an advance to the South Jersey Secondary Market for setting up Dairy Dell at Atlantic City. Also included is an advance to the Grade A Milk Association, a small amount due for advertising in the REVIEW, and a few miscellaneous items.

Notes receivable represents notes taken from two milk dealers when the Cooperative paid producers supplying those dealers in order to bring payments up-to-date. These notes have been reduced substantially.

Notes payable represents the amount borrowed on warehouse receipts on a part of the cream which was placed in storage in order to take this cream off the market during the heavy producing season, thus helping avoid a reduction in the price to producers.

The item listed as assignments receivable is stock of the Inter-State Milk Producers' Association which was assigned to the Cooperative by members of the Association at the time they joined the Cooperative and is now owned by the Cooperative.

The item "unexpended balances due secondary markets" represents the amount held in the treasury of the Cooperative but which has been set aside for the use of the secondary markets.

The item "defaulted distributor loss" in Schedule A-6 represents money spent in making good on payment for milk when distribu-

COMPARATIVE STATEMENT OF INCOME and EXPENSE Fiscal Period ended August 31, 1938

Exhibit B

Income:	
Membership Commissions—	
Received Direct from Dealers and	
Members (Net).....	\$156,344.52
Less: Subscriptions to Review.....	4,416.81
	151,927.71
Interest.....	441.96
	\$152,369.67
Expense:	
Salaries and Wages—	
Officers.....	\$ 6,052.84
Employees—Field.....	20,122.80
Office.....	16,188.91
Directors.....	4,040.51
	46,405.06
Travel—	
Officers.....	3,053.47
Employees—Field.....	14,213.21
Office.....	1,243.50
Directors.....	3,775.22
	22,287.40
Milk Producers' Review (Schedule B-1).....	1,507.27
Annual Meeting.....	1,836.08
Accounting.....	375.00
Donations.....	345.15
Dues and Subscriptions.....	2,415.40
Hall Rent.....	46.50
Insurance and Bond Premiums.....	1,206.33
Legal.....	2,862.50
Miscellaneous Supplies and Expense.....	876.08
Office Supplies and Expense.....	1,113.94
Postage.....	2,192.90
Depreciation.....	188.93
Printing, Stationery and Mimeographing.....	1,531.79
Rent.....	3,537.96
Repairs and Maintenance.....	228.24
Secondary Market Expense—	
Altoona-Huntingdon	
(Schedule A-1).....	\$ 2,783.91
Lancaster (Schedule A-2).....	1,125.91
South Jersey (Schedule A-3).....	6,451.04
Trenton (Schedule A-4).....	2,570.83
Wilmington (Schedule A-5).....	2,864.79
	15,796.48
Special Meeting Expense.....	165.30
Taxes.....	2,064.05
Telephone and Telegraph.....	1,724.13
	108,706.49

Net Income..... **\$ 43,663.18**

Reserved from Operations for Special Expenditures (Schedule A-6)..... **52,114.84**

Net Income Allocated to Reserve (Deficit)..... **\$ 8,451.66**

MILK PRODUCERS' REVIEW Schedule B-1 Fiscal Period ended August 31, 1938

Income:	
Advertising.....	\$1,504.37
Subscriptions.....	4,446.76
	\$5,951.13
Expense:	
Salaries.....	\$2,410.81
Travel.....	73.80
Discount Allowed.....	22.43
Engraving and Photos.....	415.71
Miscellaneous Supplies and Expense.....	3.65
Postage.....	197.84
Printing and Stationery.....	4,334.16
	7,458.40

Net Income (Deficit)..... **\$1,507.27**

tors defaulted on their payments and no security was available. The items "distributor cream sales", "producer cream sales", and "market excess milk" represent expenses incurred above receipts in guaranteeing satisfactory markets to members and includes milk sold for members when regular buyers could not handle the excess production.

Unmarketed milk represents the payments made direct to members for milk which was not marketed at all.

Legal expense of the Cooperative is divided between Exhibit B under regular operating expense and market information in Schedule A-6. This division was made because part of the legal expense was incurred in carrying on the ordinary services of the Cooperative and part of it was incurred in guaranteeing markets and payment for the milk of members, including the selling of distress milk.

Future Cooperative Policy Mapped In Resolutions Approved

ON THIS and succeeding pages will be found in full all resolutions approved by the delegates attending the 1938 annual delegate meeting of the Inter-State Milk Producers' Cooperative. In several instances the resolutions finally approved represent the choice by the delegate body of several different resolutions covering the same subject.

FILLED MILK

Filled milk to which has been added vitamins A and D through the use of concentrated fish oils, presents a serious problem to dairy farmers.

This product made in imitation and semblance of genuine evaporated milk is sold fraudulently and deceptively to consumers throughout the United States. Not only does this spurious product destroy the market for genuine milk, but it also causes large quantities of butter to be dumped upon our already overloaded butter market, and replaces this butter with coconut oil produced under sub-standard conditions in the Tropics.

The manufacturers of this product, through the addition of vitamins A and D seek to further imitate genuine milk, with resulting deception to consumers and harm to dairy farmers.

We pledge our continued vigorous support to all legislation, state and federal, aimed at complete elimination of this dangerous product from our American market.

TRADE AGREEMENTS

The operations of the Trade Agreement Act as conducted by our State Department has to date been harmful to dairy farmers. The tariffs on cream, Cheddar cheese, Swiss cheese, Gruyere cheese, Edam cheese, Gouda cheese and Blue Mold cheese have been reduced. In the pending treaties with Canada and Great Britain further cuts in tariffs adverse to dairy farmers may be anticipated.

Such a program is inconsistent with the announced intention of this Administration to remedy conditions of agriculture and is particularly harmful to dairy farmers.

We, therefore, urge that in any future trade agreements, no further concessions be made on dairy products, that provisions be written in every trade agreement providing that dairy products imported into this country must meet the same sanitary requirements as were imposed upon our American dairy farmers and that as soon as possible the tariff duties on dairy products which have been reduced be restored to their former levels.

We likewise urge that the Congress provide that no imports shall be permitted into the United States at landed cost which is less than the domestic cost of production.

WAGE AND HOUR BILL

The Wage and Hour Bill provides a specific exemption for dairy plants located in rural areas. This exemption is covered by a proviso of the Act which specifies that neither the minimum wages nor the maximum hours shall apply to plants located in the "area of production".

This provision in the law was provided by the Congress to prevent maladjustments in rural communities which might be occasioned if they were required to meet federally imposed labor standards designed primarily for urban communities.

The Wage and Hour Administration has largely nullified the effect of the exemption granted to farmer communities in the law, by providing that the phrase, "area of production" is to be limited to plants employing not more than seven men.

On behalf of the farmers of this country whom Congress was trying to protect against possible disastrous consequences of applying city standards to farming communities, we vigorously protest this ruling of the Wage and Hour Administration and urge that it be changed to conform to the expressed desire of the Congress.

Insofar as any further proposals for wages and hours are concerned, we believe that this type of legislation should not be extended until such a time as the income of farmers reaches a level which will permit them to meet the increased cost of the things that they buy, and the increased cost of selling farm products, which naturally follows from legislation of this character.

DISEASE CONTROL

We commend the program for control of bovine diseases which has been carried on during the past five years by the Agricultural Adjustment Administration and the Bureau of Animal Industry of the United States Department of Agriculture. The program has accelerated and practically completed the elimination of bovine tuberculosis. Substantial progress has been made in our national effort to control Bangs' disease.

The recent action of Congress in requiring that all Bangs' disease money appropriated by the Federal Government be matched dollar for dollar by the various state governments will, in our opinion, destroy or greatly diminish the effectiveness of the Bangs' disease work.

Many states are not financially able to match Federal funds dollar for dollar. In addition, elimination of animals suffering from Bangs' disease is a national program affecting not only the economic welfare of dairy farmers but also the health of American consumers. No other program inaugurated in recent years to assist agriculture contains any requirement that states must match Federal funds. It seems unfair, therefore, to impose a heavy burden of this kind upon a national program to assist dairy farmers, particularly in the light of the fact that the whole nation will profit by the elimination of these diseased animals.

We, therefore, urge that the Congress eliminate from the Bangs' disease appropriations, the existing requirement which after May 1 will make it necessary for states to match Federal funds dollar for dollar.

PURCHASE PROGRAM OF THE A. A. A.

On behalf of the dairy farmers of the Philadelphia milk shed, we again desire to express our sincere appreciation for the manner in which the Agricultural Adjustment Administration has handled the purchase of surplus dairy commodities.

The program of the Dairy Products Marketing Association under which dairy cooperative organizations have, with governmental aid and assistance, stabilized the price of butter during the past six months, has been of untold assistance to all dairy farmers throughout this country.

Without this program there is little question that the price of butter would have reached disastrously low levels. It can be safely assumed that this program

has resulted in nearly \$100,000,000 of additional money being paid to farmers of this country for their milk and dairy products. While the program is not perfect, it does constitute a substantial step toward a sound program for dairymen and has been of definite help to our own members. We urge the continuance of this program which has permitted the dairy farmer to have an important voice in the price at which butter, the foundation stone of all milk prices, is fixed.

In addition, the Agricultural Adjustment Administration has continued its helpful purchase program in connection with other dairy products and as in the past, such purchases have exercised a substantial and valuable effect on the prices paid the dairy farmers for their products.

TAX ON FOREIGN FATS AND OILS

As a measure of protection to farmers in the United States against the serious competition of foreign fats and oils, produced under conditions which would not be tolerated in the United States, we urge the enactment of additional federal taxes on all imported fats and oils which will provide a tax or tariff of at least 5¢ per lb. on all such foreign fats and oils and an equal rate of duty or tax on the seeds or nuts from which such fats and oils are extracted.

Where such fats and oils are now covered by trade agreements we urge that the tax be enacted immediately with a proviso that the effective date of the tax so fixed, shall commence at the expiration date of any such trade agreement.

SANITARY IMPORT ACT

The United States today stands on the threshold of complete control over bovine tuberculosis. After more than twenty years and the expenditures of over four hundred million dollars by state, federal and producer funds, only a relatively few counties in one state remain to be tested.

Notwithstanding this remarkable progress achieved at a high cost to farmers and to our state and federal government, we continue to permit our market to be invaded by dairy products produced in countries which are doing little if anything to control bovine tuberculosis among their own herds.

No fair argument can be brought forward to sustain the present discrimination against American dairy farmers through allowing foreign producers to ship dairy products into the United States from herds not free from bovine tuberculosis, while at the same time our farmers have been compelled by federal and state laws to eliminate completely from their herds any cattle suffering from or suspicious of being infected with bovine tuberculosis.

We, therefore, urge the immediate enactment of federal legislation which will require that all dairy products transported in interstate commerce, or imported into this country, be produced from herds which are free from bovine tuberculosis, or which are under official tests for this disease.

DUMPING OF DAIRY PRODUCTS BY FOREIGN GOVERNMENTS

During the past year, imports of dairy products have continued to come into the United States under price relationships which clearly indicate that someone is absorbing a loss in order that these products may be dumped on our already over-clogged markets.

As a result, the Treasury Department has imposed anti-dumping duties on imports of dairy products shipped to this country from The Netherlands, because after investigation it was found that these imports were being subsidized by the Government of that country.

A study of our market prices in relation to prices in other countries makes obvious the fact that subsidy payments are being made by certain foreign countries for the purpose of dumping dairy products into our markets.

We, therefore, urge that the Treasury Department take action against these countries along the same lines which it has exercised against imports from The Netherlands.

We further urge that the Secretary of Agriculture, and the Agricultural Adjustment Administration do everything in their power by cooperating with the Treasury Department and by the use of the quota provisions of Section 22 of the Agricultural Adjustment Act of 1935 to the end that prices for domestic dairy farmers may not be destroyed or greatly diminished by foreign dumping.

OLEOMARGARINE

Programs for the improvement of the welfare of the dairy farmers are continuously faced with the problems of meeting the cheap competition of oleomargarine.

The sale of this inferior substitute for butter prevents dairy farmers from achieving a fair price for their own products.

In addition to the price advantage which oleomargarine has over butter because of the cheap material used in its manufacture, it has the further advantage of carrying less than its fair charge of both state and federal taxes as compared to those paid by the butter industry. In addition the manufacturers of oleomargarine continue to advertise their products in a manner which cannot fail to deceive the unknowing housewife.

We favor the immediate enactment of legislation imposing an additional federal tax of at least 5¢ per lb. on all oleomargarine manufactured from domestic ingredients and an additional federal tax of 8¢ per lb. on all oleomargarine manufactured in the United States containing any foreign ingredients. We also favor legislation which will prevent the fraudulent and deceptive advertising now being used by manufacturers of this product.

ADVERTISING OF DAIRY PRODUCTS

For many years producers have recognized the necessity for an intensive advertising campaign to acquaint the American public with the nutritious value of dairy products, their importance in the diet of both young and old and their value as a food.

We heartily indorse the program recently inaugurated for a nation-wide butter advertising campaign. Both the immediate emergency program designed to move a large portion of our present butter surplus and the proposed long time butter advertising program should receive the vigorous support of all elements in the dairy industry. Both programs mark a starting point for a real program of advertising of dairy products which we believe will have the whole-hearted support of all dairy farmers.

A PROGRAM FOR AGRICULTURE

As a long-time permanent program in behalf of agriculture, the Inter-State Milk Producers' Cooperative believes the following objectives essential:

1. The encouragement and development of producer-owned and producer-controlled cooperative associations;

2. Marketing agreements and orders for milk and for specialty crops built on a program of community initiative and community responsibility as now provided in the Agricultural Adjustment Act;

3. The maintenance of our farm credit system as a separate agency of the government to finance by cooperative means the permanent needs of agriculture;

4. A prohibition against bringing further land into cultivation through reclamation, irrigation and other means so long as our present tillable land is more than adequate to support our consumptive needs. We further recommend the cessation of rental of government owned lands for agricultural purposes.

DIVERSION OF ACREAGE

Since the inception of the present Federal agriculture program based upon the elimination from production of farm land used in the production of soil depleting crops, the National Cooperative Milk Producers' Federation of which this Cooperative is a member, has insisted that the acreage thus removed, should not be permitted to be used for the commercial production of live stock and dairy products.

Continued increased production of dairy products in the United States has demonstrated the wisdom of our position and the necessity for providing dairy farmers with some degree of protection against government subsidized increased production on acreage which farmers have been paid to withdraw from other crops.

This protection was granted the dairy farmer by both the House and Senate when the Farm Bill was enacted at the last session of Congress. Unfortunately, however, the protection specifically granted by both branches of the Congress was nullified by the conference committee. As a consequence dairy farmers have no adequate protection against the use of diverted acreage for the production of dairy products.

We, therefore, endorse the stand of the Federation and join in the request that the Congress provide either through an amendment to the present Farm Act or as a condition to the enactment to any new farm legislation, that land taken out of production of other crops and paid for out of Federal Treasury should not be used for the commercial production of dairy or live-stock products.

UNIFORM REGULATIONS

Whereas, Dairy farmers are in a continuous state of confusion regards sanitary requirements, therefore, be it

RESOLVED, That Inter-State Milk Producers' Cooperative officials be requested to work in developing a uniform Dairy Farm Sanitary Inspection Law in Pennsylvania, to be adhered to by cities and municipalities within the state. Proposed by Delegates of District 7.

MASTITIS

Whereas, Dairy farmers incur heavy losses due to mastitis, therefore be it

RESOLVED that Inter-State Milk Producers' Cooperative officials be asked to request Federal and State appropriations for indemnity for mastitis reactors. Proposed by Delegates of District 7.

SANITARY PRECAUTIONS BY INSPECTORS

There has been and is an increase in the number of inspectors and veterinarians visiting the farms of dairymen producing milk for the fluid market. Many of these farmers are taking advantage of the blood test for Bang's disease and exercising other precautions to maintain herd health. It is recognized that one possible means of infecting a herd with disease is through the carrying of infection from farm to farm on shoes, clothing or equipment.

We, therefore, request that the Inter-State Milk Producers' Cooperative demand that all inspectors and veterinarians in the exercise of their duties use every reasonable, sanitary precaution to prevent any possibility of carrying infection from farm to farm.

INCREASE COMMISSION BY 1 CENT

Whereas, the soundness of a farmers' cooperative organization is measured largely by the adequacy of its financial reserves,

And whereas, the delegate body at the 1937 Annual Meeting of Delegates authorized that a thorough study be made of the advisability of building a larger reserve,

And whereas, the reserve fund of the Inter-State Milk Producers' Cooperative has been drawn upon heavily during the past year in order to fulfill the guarantees contained in the producer's marketing agreement with each member of the Cooperative,

And whereas, the future demands under these guarantees cannot be foretold but must be fulfilled at all costs,

And whereas, reserve funds set up in the names of individual members on a revolving fund basis have given such protection to producers in other markets at little ultimate cost to the members,

And whereas, the producer's marketing agreement provides that the Cooperative is authorized to make, or to have made, deduction from the proceeds of sale of the products of the producer covered by said agreement, as a commission to be used for the operation and maintenance of the Cooperative and to create reserves therefore,

And whereas, the producer's marketing agreement and the by-laws of the Cooperative provide that the rate of this commission may be increased by any annual or special meeting of delegates of the Cooperative chosen as provided by the by-laws of the Cooperative,

And whereas, the commission provided in the producer's marketing agreement has in the past been 3¢ per 100 pounds of milk or 1¢ per pound of butterfat in cream, delivered by the producer, plus, as increased by the 1936 annual meeting of delegates, 1¢ per 100 pounds of Class 1 milk, said money to be allocated to the Philadelphia Inter-State Dairy Council, provided it is matched in amount by the buyer of producer's milk, now therefore be it

RESOLVED, That the rate of commission in all producer's marketing agreements, made in the past or to be made in the future, be increased one cent (1¢) per hundred pounds of milk and in the event of an emergency we recommend that the delegate body be reconvened.

INCREASE DAIRY COUNCIL PAYMENTS

Whereas the Philadelphia Inter-State Dairy Council is the sole advertising agency for milk and milk products of the Inter-State Milk Producers' Cooperative, and

Whereas, through the lack of adequate funds it probably will be necessary to suspend activities two months of the year,

Now THEREFORE, BE IT RESOLVED, that the last section of Resolution 7 of the 1936 Meeting of Delegates be amended to read as follows:

"Be it further resolved that the three cent commission of the Cooperative in all its Producers Marketing Agreements, made in the past or to be made in the future, be increased one cent (1¢) per hundred pounds of milk on all classes of milk used as fluid milk, fluid cream, and ice cream, said fund to be allocated and paid to the Philadelphia Inter-State Dairy Council, whenever such payments are matched in amount by similar funds paid to said Dairy Council by the buyers of our milk." - Proposed by Delegates of District 17.

DAILY WEIGHT SLIPS

Whereas, the return of a daily weight slip has been discontinued in many instances,

And Whereas, this practice has made it very difficult for the producer to check weights until elapsing time makes correction of mistakes next to impossible, be it

(See next page, Col. 1)



Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts—"CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50¢ each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.

Resolutions Approved

(Continued from page 19)

RESOLVED that we recommend that the Inter-State Milk Producers' Cooperative take such steps as are necessary to bring about the daily delivery of weight slips.—Proposed by Delegates of Districts 13, 20, and 21.

LEVEL PRODUCTION

Whereas, milk production has a natural tendency to fluctuate too greatly with the season of the year

And Whereas, the consumption of fluid milk remains at a comparatively uniform level, be it

RESOLVED, That the Inter-State Milk Producers' Cooperative take action to further the formulation of some fair and adequate plan resulting in more level production.—Proposed by Newtown Local.

MARKET WIDE POOL

Whereas, a sound healthy market requires that all producers be paid for their milk on the same uniform basis, except as certain prices may be affected by additional bonuses,

And Whereas, this can be best accomplished through the operation of a market-wide pool, therefore be it

RESOLVED that the Inter-State Milk Producers' Cooperative work toward the development of a producer controlled market-wide pool, incorporating with this pool a level production plan with a new base each year.—Proposed by the president and secretary of District 9.

PAY "A" BONUS AS EARNED

Be it resolved that producers shipping to Grade "A" plants be given Grade "A" bonus monthly when earned, thus giving the producer who has lost his bonus a chance to redeem his standing monthly.—Proposed by Delegates of District 13, 20 and 21.

LEGALIZE FRESH SAMPLE TESTING

Whereas the report of the field and test department of our Cooperative reveals that the testing of three fresh samples each month gives a slightly higher average test than the tests obtained from composite samples,

And whereas fresh sample testing has been practiced successfully in many milk markets, now therefore be it

RESOLVED, that the Inter-State Milk Producers' Cooperative, through its officers or special committees, work with milk testing officials of Pennsylvania, New Jersey and Delaware for the purpose of

revising the Babcock Milk Test Laws of the states named so as to permit three fresh sample tests per month to be used as the basis of payments for milk and that the Cooperative work toward the passage of amendments providing for such fresh sample tests.

PERSECUTION CONDEMNED

Whereas the farmers are interested in the production and sale of milk and Whereas, as a group we are also interested in the freedom of religious and political beliefs of mankind, believing that all men are created equal, that we are all endowed with certain inalienable rights, such as life, liberty and the pursuit of happiness, therefore be it

RESOLVED that at this annual meeting of the Inter-State Milk Producers' Cooperative on this 18th day of November, 1938, we most heartily commend the action taken by President Roosevelt in condemn-

ing the outrages committed by the officials of other countries in persecuting the Jews and Catholics of those countries Proposed by W. E. Rittenhouse, Delegate from Scrantonville Local.

COMMEND MILK CONTROL AGENCIES

We commend the work of the Pennsylvania Milk Control Commission and the New Jersey Milk Control Board in the valuable help to the milk producers of their respective states in maintaining stable markets and satisfactory prices.

In the light of this excellent work and considering that the New Jersey Milk Control Act will expire on June 1, 1939, we hereby request the New Jersey legislature to reenact the Milk Control Law of that state on a basis which will continue to be helpful to New Jersey milk producers.—Proposed by Harborton Local.

Review Policies Outlined

By H. E. Jamison, Editor

AS THE official publication of your Cooperative the Inter-State Milk Producers' REVIEW is sent regularly to all members and also to all producers whose applications for membership are awaiting acceptance. This now constitutes a list of approximately 9200 copies per issue. In addition, we are sending the REVIEW regularly, on a complimentary basis, to county agricultural agents, vocational agricultural teachers, members of the dairy and economics departments of our agricultural colleges, and to our customers—the buyers of our milk. Altogether, we have a mail distribution of approximately 10,500 per month, with another few hundred sent to field representatives and directors for use in their organization work.

The REVIEW is financed through the subscription of fifty cents per year per member, which is included as a provision of each of your marketing agreements, through cash subscriptions from subscribers outside the organization at the same rate, and through advertising revenue.

Advertising Policy

We have extended a complimentary offer of the REVIEW to testers in our Dairy Herd Improvement Associations on the same basis as to county agents, as we feel that these men should be kept fully informed as to the Cooperative activities and the developments in the milk market.

The REVIEW has continued the same advertising policy which has been in effect for several years. The only solicitation for advertising is through an occasional letter or telephone call and even on that basis there have been several issues in the past year in which the space taken by advertising began to crowd our regular reading matter. The advertising rate is \$2.10 per column-inch or \$67.50 for a full page. On the basis of the cost of reaching our readers, this amounts to two-thirds of a cent per reader for a full-page advertisement. The one purpose of the REVIEW is to provide our members with reliable information about their organization and their milk market and any revenue from advertising must be considered incidental.

We have continued to censor all adver-

tisements submitted to us and again had occasion to refuse to accept a small amount of advertising during the past year. We feel that the REVIEW is owned by the members of the Cooperative and we are merely their trustees with the special responsibility of keeping out of the REVIEW columns advertising with false claims, or of irresponsible parties, thus doing our part in keeping such matter out of the homes of our members.

Editorial Features

There has been little change in the editorial policy during the past year. We have continued the price tabulations, giving our members the prevailing milk prices at their respective markets and the average weighted prices paid by the dealers to whom the Cooperative is selling your milk. In this connection, we have also continued the publication of classification percentages so as to give our members even more complete information. Incidentally, these features in the REVIEW are read and looked forward to not only by our members but by our milk buyers as well.

The letter of the general manager to the members, which has appeared in most issues, is also a popular feature with our members. The same is true of the articles on market conditions and price and business trends which are prepared by F. P. Willits, Jr., of our market information department.

You will recall that the delegates at last year's annual meeting passed a resolution asking that the women's page in the REVIEW be restored. A lot of study and attention was given this matter and it was finally decided to give our readers a different and new type of material and to avoid duplicating the material that features the homemaker's section of our general farm papers. We, therefore, went to the rural sociologists of our state agricultural colleges and arranged with them to supply articles from time to time on cooperation in the community and the home and the influence of such activity on community and family life. I am pleased to state that the response to these pages has been favorable.

We have continued to use an illustrated cover, feeling that it makes the REVIEW sufficiently more attractive to more than offset the cost. An eye-catching picture on the cover invites further inspection. We have also used more pictures and charts throughout the paper, thus helping to make it more readable.

"Inter-State" Women Turn Out For Annual Meeting In Philadelphia

INTER-STATE WOMEN, representing all four states in the milk shed, attended this year's women's session held on the first morning of the annual meeting of our Cooperative in Philadelphia.

Presiding was Mrs. James Kendall, McConnellsburg, Pa., chairman of the women's committee. Music was led by Mrs. Betty Zollers Hedrick, with Miss Florence Schultz as accompanist.

Develop Sound Diet Habits

Discussing "Do You Squander Nature's Gifts?", Miss Henrietta Pribnow, director of the dietary department for Hahnemann Hospital in Philadelphia, told Inter-State women that the foods produced on their farms cannot be equalled in food value by anything they may buy. "It is the milk, fruits and vegetables which should be the basis of our meals. And yet how often I have seen young girls—perhaps your daughters—enter hospital training to become nurses and scorn these same foods."

Going even further, Miss Pribnow stated, "If young girls insist upon being self-indulgent in letting rich foods crowd out the simple but more important milk, fruit and vegetables, they have no one but themselves to blame for unattractive skin and unshapely figures. Sausage and pies may be eaten in moderation, but unfortunately will probably be the fate of those who say, 'I don't like the taste of milk' or 'I think carrots and spinach are awful.'"

"Remember," said Miss Pribnow, "that one of the really big things you can do for the future health of your family is to train them to like the protective foods—milk, fruits and vegetables. This will stand them in good stead throughout their lives."

Two vocal selections were contributed by Mrs. Francis P. Willits, Jr., Chester Heights, Pa.

Hoffman Speaks

A highlight of the program was a message of greeting from O. H. Hoffman, Jr., as the new manager of the cooperative. "There is much you as women can do towards the success of your farms and your cooperative organization. Not least is your opportunity to set a high standard for cleanliness in milk production. You are accustomed to these high standards in your own kitchens. A reminder here and there around the dairy house in the matter of properly sterilized utensils will go far in insuring the quality of the milk shipped from your farm."

The program was concluded with the presentation of a puppet show, "Jill Goes to the Ball", presented for the Dairy Council by a member of its staff, Mrs. Marjorie T. Flynn. It was pointed out in introducing this number that a wide variety of educational mediums were utilized by the Dairy Council in teaching city consumers of all ages the importance of using more milk, and that the puppet show was used in the schools.

A package containing samples of litera-

ture used by the Dairy Council in its promotional program was presented to each member of the Women's Session. One leaflet entitled, "Select Your Foods in the Order of Their Importance" was particularly appropriate as a follow-up for Miss Pribnow's talk since it charts the every-day sources of vitamins, and demonstrates the fact that virtually all the vitamins we need may and should be secured through our foods rather than in concentrated form from the drug store, except where prescribed by

a physician. For the benefit of those unable to attend the Women's Session we are reproducing, with the permission of the Dairy Council, the vitamin chart.

This program was arranged by the women's committee, consisting of, in addition to Mrs. Kendall, the following: Mrs. H. T. Williams, Worton, Md.; Mrs. S. W. Stearly, Collegeville, Pa.; Mrs. A. B. Waddington, Woodstown, N. J.; Mrs. Francis P. Willits, Jr., Chester Heights, Pa.; and Mrs. Howard Deakyne, Smyrna, Del.

SELECT YOUR VITAMINS WITH YOUR FOODS!

VITAMIN	SOURCE	EXAMPLE for Man's Daily Needs (30 shares)	EFFECT ON HEALTH
"A" and "CAROTENE"	Milk—Butter—Cream—Egg yolks—Red and Yellow fruits—Green and Yellow Vegetables—Liver—Cheese	1 qt. milk with 1 oz. butter—or an egg—or 2 oz. liver, or ¼ cup carrots	Helps growth and normal vision—Helps to maintain healthy skin, and mucous membranes; kidney functions—health of soft tissues of teeth—helps prevent degeneration of nervous system.
"B" (THIAMIN)	Milk—unmilled cereals—wheat germ—yeast—Fruits—Vegetables—Egg yolk	2 W. W. Bread 1 pint milk 2 egg yolks ½ cup lima beans, or 3 ounces liver, or 1 oz. wheat germ	Promotes growth, good appetite, digestion and elimination—a nerve stimulant—helps prevent peripheral neuritis and constipation—essential to reproduction and lactation, and nutrition of nervous system.
"C" (ASCORBIC ACID)	Citrus fruits, tomatoes, raw vegetables, lettuce, etc., peppers, strawberries, salad greens, milk, potatoes	Orange—Grapefruit or Strawberries, or 2 potatoes—1 pint milk—½ cup cabbage salad, with (cream dressing) It's not stored and therefore must be supplied daily.	Promotes growth, helps prevent scurvy and weakening of capillary or blood vessel walls. Contributes to health of teeth and gums. A deficiency results in scurvy, skin, bleeding pains in legs and lowered resistance.
"D" (FROM SUNSHINE)	Egg yolk—milk—butter—Salmon—Ice cream (though not in large amount)—Cod Liver Oil—Halibut liver oil—and other fish liver oils	Depend on sunshine and Cod Liver Oil. Not high in foods generally.	Aids growth; tooth and bone structure. Helps prevent rickets and maintains a calcium and phosphorus balance. Hence, contributes to general good health.
"G" (RIBO FLAVIN)	Milk, most important source. Cheese—Liver—Yeast—Eggs—Lentils—amounts in green leafy vegetables—Fruits & meats	1 qt. milk and ½ lb. Cheese or 4 oz. liver or 1 ½ lb. beef & 4 eggs	Essential to growth and to health and vitality of all ages. Sufficient amount helps prevent disease, unhealthy skin, nervous and digestive disorders, and premature old age

Philadelphia Dairy Council.

More Farmers In Co-ops

A recent survey by the United States Census Bureau shows a marked increase in cooperative activity among farmers of the country. The number of farmers who are marketing products cooperatively increased between 1930 and 1938 from 11.3 percent to 15.1 percent. There was an even sharper increase in the number of farmers who are purchasing farm supplies cooperatively. The 1930 percentage was 6.9 while in 1938, 17 percent of the farmers are reported as purchasing a part or all of their supplies through farmer-owned and operated cooperatives.

Mother "That brazen Miss Vamp boasts that she has been kissed by every married man in town except one!"

Father (absently) "I wonder who he can be."

A telephone pole never hits an automobile except in self defense.



Wilbert Shinn, Easyview Farm, Woodstown, N. J., with the help of his sister and "Murk," sends holiday greetings to all "Inter-State" folks.

The Dairy Council In 1938

A Report by C. I. Cohee, President

EIGHTEEN YEARS ago when the Philadelphia Inter-State Dairy Council was organized, it immediately sought a place for its work in the educational institutions of our community. Educational authorities viewed the Dairy Council program with questioning eyes. It took several years before the Dairy Council was firmly established in the educational field. For the last dozen or more years the character of Dairy Council work, from the educational standpoint, has never been questioned.

The importance of influencing the life of the child during the formative period has been, and is still recognized. Several religious denominations have for many years provided their own schools, based on the knowledge that if they could control the education given the child, they would be able to determine in a vast majority of cases the course followed by that child after it reached maturity. This theory is being demonstrated at the present time in some countries where we have a type of government that can only safely perpetuate itself by teaching the on-coming generations the theories which it wants them to incorporate in their method of living. Change the type of education given our children and we can change their method of living, their thinking, and even their method of government.

Can Change Eating Habits

Is it not reasonable to suppose in the face of this that if we begin with the school child and teach him the importance of food selection, an adequate diet, and the place that dairy products occupy in an adequate diet, that we will over a period of time change the eating habits of the American people? Without a shadow of a doubt this will be true. Already we can begin to see the results of the vast amount of nutritional information that has been disseminated within the last fifteen or twenty years. Our younger adults who have had the benefit of such teaching in schools have a better appreciation of dairy products in the diet than do their parents.

During this period when much emphasis has been placed upon the value of dairy products in the diet, consumption of dairy products in the United States has increased tremendously, so that the national consumption of all dairy products has been increased as much as twenty-five to thirty percent. The rate of increase in the consumption of dairy products has not been uniform throughout all parts of the United States. Increased consumption has moved forward more rapidly in some of our larger cities than has been the case in our more rural districts. We know that per capita consumption of milk and dairy products runs far ahead today in our large cities where Dairy Councils have been operating, than the general average for the country.

However, only a comprehensive local survey can accurately determine the consumption trend. We have been fortunate in having four such surveys made in the Philadelphia market at five-year intervals—in 1919, 1924, 1929 and 1934—under the direction of Pennsylvania State College.

Each of these has shown a gradual increase in the per capita consumption of urban consumers. Unfortunately, our most recent statistics based on the results of these surveys is now four years old. A new survey is due and should be made next year if the five year continuity is to be maintained.

The Dairy Industry has enjoyed a constantly growing market for its products from the period of the inception of the Dairy Council, until we hit the depression period of 1932, '33 and '34, when there was a sharp curtailment of purchases by consumers, and consumption began falling off. This has led some people to the belief that the educational method of increasing consumption is not sound, that it has not accomplished results that should have been



Curtis I. Cohee, President, Philadelphia Inter-State Dairy Council

accomplished that more spectacular methods should be resorted to completely losing sight of the fact that in this period of curtailment the consumption of milk and dairy products suffered far less of a decline than was the case in most other commodities, even among food products. As a matter of fact, a greater portion of the family's food budget was spent for milk, but the entire food budget had been cut to the point where expenditures had been curtailed on all food products.

A Promising Future

The problems of the Dairy Industry with respect to consumption of its products are almost entirely created by a lack of buying power on the part of the public. Let us have a return of the days when work was plentiful, when any man who was willing to work could obtain a job, where we may have even a modest degree of prosperity and security for the working people, and without a doubt we will see milk consumption pushed to the highest level that it has ever been in this country.

If we continue to inspire our educators, and to supplement their activities with proper support so that all those who have the interest of public health at heart will continue to preach the gospel of a quart of milk a day for every child and at least a pint for every adult—we need have no fears that the Dairy Industry will not get its share of such dollars as are available to

consumers of food. Increased consumption of dairy products will follow an increased buying power of the public, just as surely as night follows day.

The past year has given some striking evidence of the public's growing appreciation of milk as a food and of the Dairy Council as a source of information on this subject. Several illustrations of this fact deserve individual mention.

A year ago the Dairy Council published a set of educational materials which introduced a new graphic method of enabling any individual to score his or her own diet as to its adequacy. It was based on the research of Dr. Mary Swartz Rose of Columbia University, a nutritionist of international reputation. Immediately upon publication, a wide demand for copies was created. Not only are sets being supplied to educators throughout our own territory but orders have been received from thirty states and from Hawaii and Canada. To a large degree these purchases have been from the Home Economics Schools of our Universities and State Departments of Health or Education. Through the sales of this material made to those outside our territory we will be able to cover the initial cost of publication.

Council's Help Asked

Within recent weeks we have received inquiries regarding the purchase of a large quantity of the piece of literature known as "The Story of Milk" which was developed by the Philadelphia Dairy Council. This request came from California where the Board of Education of the Commonwealth is considering the inclusion of this particular material in its state-wide curriculum. This same "Story of Milk" has been placed by the Dairy Council in the library of every junior and senior high school in our own territory.

Among some of the newer developments in our school work has been the contact with Girl Scout groups in high schools for whom we have developed a project known as "Campfire Cookery", using milk. A member of our staff last spring gave a series of lectures to the Philadelphia School Nurses. A child's cooking project, which we originated and have used extensively, has been loaned to the Wilmington Public Schools and carried by them through all of the primary grades of that city. We have gone further than ever before in reaching the many parochial schools.

However, it is not only in the school field that we have met such encouraging examples of continued progress. We have appeared during this past year on the platform of eighty-five service clubs, Kiwanis, Rotary, Lions and the like. We were among the exhibitors for the Philadelphia County Medical Society. We were given special permission to reprint as a leaflet extracts from "The Final Report of the Mixed Committee of the League of Nations on the Relation of Nutrition to Health". This leaflet, which was distributed to physicians in connection with the exhibit, stressed the importance now being attached to the close relationship between common disease and faulty diet.

The dairy industry can view with satisfaction and more than a little pride the position in the community occupied by the Dairy Council as its educational arm. We have never betrayed the confidence placed in this organization by raising the opportunities opened to us. We have used only facts in presenting the subject of milk as a food to the public, and have

(Continued on next page)

Dairy Prices Improve

THE OUTSTANDING developments in this month's dairy situation are the increases in butter and cream prices, caused by decreased production, and the cleaning up of a generally weak market that has prevailed since spring. The price of 92-score butter at New York increased from 26 1/4¢ on November 1, to 29 1/4¢ on November 28. The monthly average price increased .98¢ over October, raising the Class II price by 5¢ per hundred pounds.

The cream market has shown small but steady advances during November. Cream meeting Pennsylvania, Newark, and Lower Merion Township inspections is quoted by the United States Department of Agriculture at \$13.50 per 40-quart can (40% butterfat), equivalent to a Class II milk price of \$1.63 per hundred pounds.

Fluid milk prices in other markets show a few changes due to varying production conditions. The producer price at Springfield, Illinois, is 25¢ higher, while at Manchester, New Hampshire, it is 12¢ higher. Declines ranged from 7¢ per hundred pounds at Wichita, Kansas, to 45¢ at Omaha, Nebraska, with decreases between these extremes at Tulsa, Oklahoma, and at Los Angeles, California. Retail prices remained unchanged at these markets except at Los Angeles.

Milk production on November 1, 1938, was about 6 percent higher than a year earlier and the highest on record for that date. On a per capita basis, however, it was about the same as on November 1, 1936, according to a report of the United States Department of Agriculture.

Milk sales in October, on the other hand, were 5.39 percent lower than in October, 1937, according to the Milk Industry Foundation. These figures cover 136 leading markets in the country and show daily average sales of 6,357,681 quarts. Milk company payrolls showed a 5.15 percent decrease and employment a 5.6 percent decrease in October, 1938, from a year ago.

Butter production totalled 136,132,000 pounds for the country in October, compared with 118,878,000 pounds in October, 1937, an increase of 15 percent. October production was 13,000,000 pounds or 9 percent less than in September.

American cheese production was 41,267,000 pounds in October, 1938, compared with 38,875,000 pounds in October, 1937, and only 1,500,000 pounds below September, 1938.

Feed prices in November, 1938, continue to show a slight downward trend as compared with the previous month and they range from 5 to

17 percent less than in November, 1937. Linseed meal is the only feed in the list which is now higher than a year ago. See feed price table on page 6.

Prices paid by farmers as of mid-October, were 121 percent of the average of the base period. This is based on costs of machinery, feed, interest, taxes, and all items included in farmers' needs. The prices received for all farm products averaged only 95 percent of the base period averages. In other words, farmers receive 26 percent less for the things they sell than they must pay for the things they buy. Farm wage rates, for example, are 118 percent of average. The price of grain is only 60 percent of average while chickens and eggs are 124 percent. Milk going into dairy products brought 107 percent of the average during the base period. These figures are for the United States as a whole.

NOVEMBER '38 BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
1	26 1/4	26 1/4	25 1/2	
2	26 1/4	26 1/4	25 1/2	
3	26 1/4	26 1/4	25 1/2	
4	26 1/4	26 1/4	25 1/2	
5	26 1/4	26 1/4	25 1/2	
6	26 1/4	26 1/4	25 1/2	
7	26 1/4	26 1/4	25 1/2	
8	26 1/4	26 1/4	25 1/2	
9	26 1/4	26 1/4	25 1/2	
10	26 1/4	26 1/4	25 1/2	
11	26 1/4	26 1/4	25 1/2	
12	26 1/4	26 1/4	25 1/2	
13	26 1/4	26 1/4	25 1/2	
14	26 1/4	26 1/4	25 1/2	
15	26 1/4	26 1/4	25 1/2	
16	26 1/4	26 1/4	25 1/2	
17	26 1/4	26 1/4	25 1/2	
18	26 1/4	26 1/4	25 1/2	
19	26 1/4	26 1/4	25 1/2	
20	26 1/4	26 1/4	25 1/2	
21	26 1/4	26 1/4	25 1/2	
22	26 1/4	26 1/4	25 1/2	
23	26 1/4	26 1/4	25 1/2	
24	26 1/4	26 1/4	25 1/2	
25	26 1/4	26 1/4	25 1/2	
26	26 1/4	26 1/4	25 1/2	
27	26 1/4	26 1/4	25 1/2	
28	26 1/4	26 1/4	25 1/2	
29	26 1/4	26 1/4	25 1/2	
30	26 1/4	26 1/4	25 1/2	
Average	27.77	27.27	26.51	
Oct. '38	26.60	26.29	25.54	
Nov. '37	38.54	38.07	36.98	

The Dairy Council in 1938

(Continued from preceding page)

been guided only by recognized scientists in research.

The Dairy Industry will increasingly reap the reward of its far-sighted policy and its perseverance.

I have already pointed to a greater degree of stability in the consumption of dairy products than in other food commodities which existed even during the depression. Today our opportunities are still almost without limit. Milk consumption needs to be greatly increased. The channels through which we are privileged to work are literally priceless. The same channels are closed to the innumerable other competing food commodities which annually spend million-dollar campaigns by radio and billboard with far less effectiveness than the dairy industry is able to obtain through its modest educational budget.

We now need only to carry on and forward, conserving all of the opportunities which have been inherited from the past and creating still others in the future. The wisdom of an ancient leader many thousands of years ago caused him to remark, "No great truth was ever impressed upon a large number of people except by repetition". No better method has been invented for teaching people to drink milk.



Preferred the world over for its greater speed, ease of handling, rugged, lasting durability.

STEWART CLIPMASTER

Exclusive Stewart design ball-bearing motor is air cooled and entirely encased in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, coolest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. Stays sharp longer. A \$25 value for \$17.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power Clipping and Shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. 47 years making Quality products.

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Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service.

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Get a genuine Andis electric clipper at lowest price in history. Easier to operate, more powerful fan-cooled, dust-sealed motor. Clip horses, mules without change or adjustment. 110 V. AC-DC only \$17.50 postpaid. Special voltages \$2 extra. At your Dealer's, or send only \$1 (specify voltage required) for postman balance. Money Back if not delighted after 10 days' trial.
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PICTURE CONTEST

Open to:
Members of Inter-State and their families

Prizes:
One dollar for each contest picture used on inside page
Five dollars if picture is used on front page

Requirements of picture:
Clear, sharp outlines
Attractive background
Farm subject that will interest others on its merits
Description of picture (brief)
Identification of sender

At the NEW YORK WORLD'S FAIR



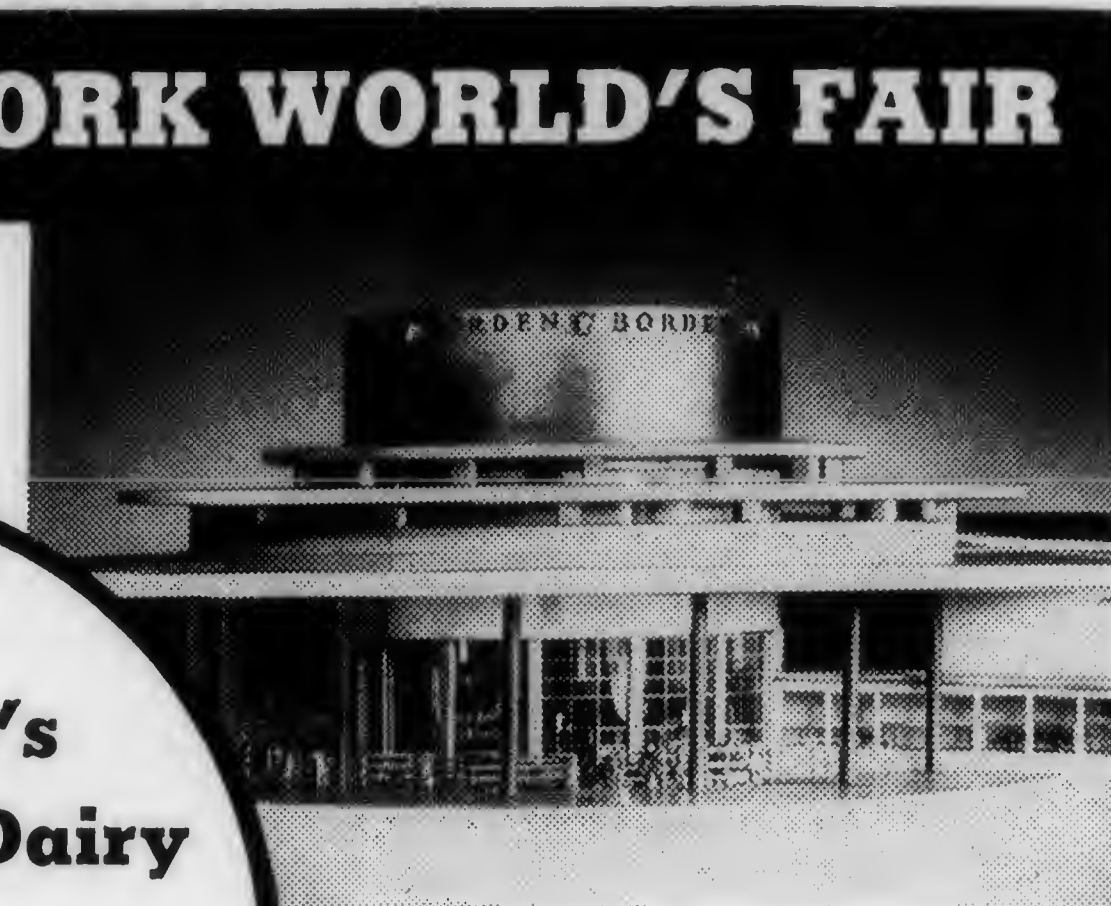
The World's
Most Modern Dairy
will use
This Modern
DAIRY FEED

BEACON

has the
responsibility
of Feeding the
Famous Herd of
purebred cows
at the

"DAIRY WORLD
of TOMORROW"

NEW YORK
WORLD'S FAIR



See the herd of 150 purebred dairy cows milked while they ride on this modern Rotolactor—a feature of the Walker-Gordon System. (Photo taken from model.)

"THE Dairy World of Tomorrow"—Borden's outstanding exhibit at the New York World's Fair—will set a new high in the scientific care and handling of high-producing dairy cows. And to Beacon Dairy Rations has been entrusted the important job of maintaining the production, health, and appearance of this World's Fair herd of 150 outstanding cows.

Beacon has earned this recognition because of a sound policy based on a thorough scientific knowledge of dairy cattle nutrition and a wide practical experience in the problems of milk production—demonstrated by a 20-year record of proved performance. The Beacon manufacturing set-up neither produces nor uses any fillers or by-products of low nutritive value. This allows complete freedom to select every ingredient solely on the basis of the specific contribution it will make to the ration.

FREE DAIRY BOOK—For a complete story of Beacon Dairy Rations, write for a free copy of "Profitable Dairy Management."

THE BEACON MILLING COMPANY, INC.

Dept. IP, Cayuga, New York

BEACON Dairy Rations

Auctioneer: "What am I offered for this beautiful bust of Robert Burns?"

Man in crowd: "That ain't Burns, that's Shakespeare."

Auctioneer: "Well, folks, the joke's on me. That shows what I know about the Bible."—Kitty Kat.

Save This Annual Meeting Issue

The fellow who "does it now" has time to do something else while the other fellow is still thinking about it.

There are nut marketing cooperatives in only seven states, but they sell walnuts, almonds, pecans, filberts, and peanuts worth close to \$13,000,000 yearly. California accounts for 78 percent of this volume.

Doctor—"I'm sorry, but I can do nothing for you, as your complaint is hereditary. My fee is ten dollars."

Patient—"Good! send the bill to my ancestors."

SOUL fertility on the farm is as important as SOIL fertility, perhaps more so.

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE DAIRY FARMERS ASSOCIATION

Vol. XIX

Philadelphia, Pa., January

No. 9



Dairying Passes In Review

Level Production Plan

Will Be Proposed Soon

SINCE THE ANNUAL delegate meeting of the Cooperative held in November a lot of study has been given to the development of a level production or base-surplus plan for the Philadelphia market. A conference has been held with the Pennsylvania Milk Control Commission and several buyers have been met on different occasions for the discussion of this subject.

That a need and a demand exists for some plan of this type is most evident. At practically every recent Local meeting and whenever producers "talk milk" the importance of leveling out production comes up for consideration.

At the present time it appears that a proposal will be made which would amend the Pennsylvania Milk Control Commission order B-4, offering an additional plan that is similar in many respects but very simple and more readily understood. It is probable that the base, or quota, will be based on the production of ten months of the preceding year, leaving out May and June. For example—the base or quota for 1939 will be determined according to the average production in 1938, with May and June omitted.

It is also considered important in any such plan that a new quota be established each year according to the production of the previous year. The ten-month plan has worked quite satisfactorily in New Jersey; it is simple and easy to figure and understand. The two spring months that are omitted from the calculation of the quota constitute a period when the market is never short of milk, thus offering an inducement to level out production. It will also permit producers keeping excess milk at home this season of the year, for feeding calves, poultry or pigs without in any way affecting the next year's quota.

Adjustments Needed

Under any plan that may be devised it is quite probable that the total of all quotas, or bases, of producers supplying any one dealer will be greater than the class I sales of that dealer. This would require adjustments which may take any of several forms. The actual quota may be established as a percentage of the production during the ten-month period, or the Class I price may be paid on a percentage of the quota. In any case, however, the relation of a producer's Class I sales to his quota will be comparatively uniform the entire year.

It is also hoped that a plan can be worked out which will take care of those cases in which a producer may not deliver as much milk as provided in his quota. This may be done by spreading out among all producers who deliver more than their quotas, the amount between the actual delivery and the quota of those who fail to deliver their full quotas.

It is expected that a plan will be put in form very soon which can be presented to the Milk Control Commission and that this plan will be fair to all producers. It is possible that a Control Commission hearing will be required in order to amend the present order before any new plan can be put into effect.

With a base-surplus, or level production, plan in the market the milk will cost the buyers just the same as it would under the utilization plan. Producers, however, will be paid on a basis which will encourage uniform production throughout the year. The producer's own quota determines the amount of his

milk which will bring the Class I price, the production of other producers having no effect on it, and each producer will know that anything above his regular share of Class I sales will bring lower prices, thus leaving each producer free to produce extra milk, or not.

It seems advisable that level production plans be set up on a marketing area basis rather than a state-wide basis as at present and it is probable that a proposal to that effect will be made to the Milk Control Commission. Such a plan could be made to meet the needs of each marketing area much more closely than could any state-wide order.

The success of a level production plan will depend largely upon the producers. It must be fair to the producers affected and, in addition, the producers will find it to their advantage to obtain full and accurate information about the plan when finally developed and to "talk it up" among neighbor producers so they also will understand the operation of the plan.

Pennsylvania Farm Leaders Hold Two State Meetings

Two important meetings of farm organizations were held at Harrisburg on December 19 and 20. On December 19 the Pennsylvania State Council of Cooperative Organizations, representing 150 cooperatives of the state, held its semi-annual meeting.

Outstanding in the discussions at this meeting was the job of cooperatives in keeping pace with changing economic conditions. Reports rendered by numerous groups show a steady growth in cooperative activity in the state.

Milk control, the transportation of farm products and regulation of such transportation and farm legislation all occupied places in the discussion.

Willis Kerns, Extension Rural Sociologist at Pennsylvania State College, addressed the banquet held by the cooperative group and in his talk he pointed out the forces at work which have changed community life during recent years. Among these are good roads, schools, extension and adult education. All of these and more must be reckoned with in building plans for any rural

organization whether primarily economic or social in its activities.

The Pennsylvania Council of Farm Organizations met on December 20. A central theme of the discussion was the growing need for unified action among farm organizations for their common good and in order to make their force felt in public affairs.

The election of officers by this group resulted in naming for president, George Slocum of Northumberland County. Warren Whittier of Berks County was elected vice president; Miles Horst, Lebanon County, secretary-treasurer. These officers together with R. D. Marshall of Indiana County; B. H. Welty, Franklin County; John Light, Lebanon County; and Elam L. Underkoffler, Montgomery County, were named as the executive committee which will also act as the legislative committee.

Success does not depend so much on external help as on self reliance.

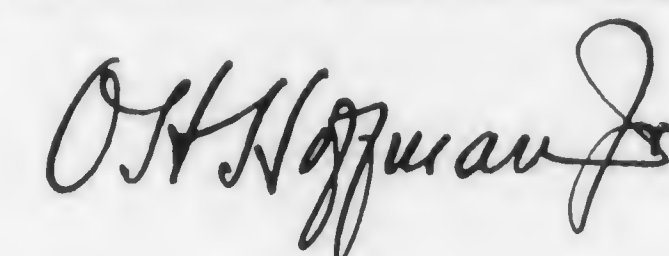
Men and pins are useless when they lose their heads.

A Happy New Year

But that does not mean there will be no difficulties. Last year had plenty of them and it would be a miracle if there were not others ahead.

Yet, in spite of the problems of 1938, there developed during the year not only an increased loyalty among the Inter-State's membership but an added respect for Inter-State on the part of those outside the family.

After all, "it's not so much what happens to us as what we do about it that counts". I'll be a very happy man on January 1, 1940, if we all have done as well with our troubles this next year as was done with them in 1938.



Hearings Held On Class II and III Prices

PUBLIC HEARINGS on producer prices for Class II and Class III milk were held in Harrisburg on December 29 and in Philadelphia on December 30, the former to consider prices for all areas in the state except Philadelphia, and the latter for producers supplying milk to Philadelphia.

The Cooperative was represented at both hearings, Charles E. Cowan, market manager in the Lancaster market, appearing at the first hearing, and F. P. Willits, Jr., presenting testimony at the Philadelphia hearing. In their testimony, and especially as it applied to the Philadelphia market, attention was called to the sharp decreases in Class II price as compared with the fall of 1937. The formula was reduced by 12 cents per hundred pounds and this, added to the drop caused by the lower butter price, made a difference of 64 cents in Class II price in November, 1938, as compared with November, 1937. There was a decrease in Class III price of 48 cents during the same period.

Comparisons were also made between the Class II price and the price of cream on the open market. This revealed that the cream value of the milk has been somewhat less during most of 1938 than the prices of cream on the open market and that, compared with 1937, Class II prices on that basis do not now justify any downward adjustment.

The Cooperative asserted itself strongly against any reduction in the Class II or Class III prices, and contended that if such should be done the re-establishment of a Class IA would be needed, this class to include all milk from which

cream for fluid purposes would be obtained.

A bulletin from the Control Commission, issued early in December, announced that the Class II and Class III prices then prevailing would be continued until January 16. It is possible that a new order will be issued to cover these prices to be effective that date.

Danger In Trade Agreements

The new British and Canadian trade agreement which became effective January 1 provides for further reductions in the tariff duties on many dairy products and on fats and oils which compete with dairy products. These reductions vary from one-fifth to one-half of the former tariff rate.

It is difficult, at this time, to foresee the exact effect of these reductions on the prosperity of the American dairyman. Should the differences in price of dairy products in this country and in those countries covered by the trade agreement become sufficiently great so as to more than cover the new tariff schedule we can look for an immediate increase in imports.

One saving feature of the agreement is that in many instances the maximum imports in any year to which the reduction may apply are limited.

"Who broke that chair in the parlor last evening, Jane?"

"It just collapsed, all of a sudden, father, but neither one of us was hurt."

A Sale Gained—and Lost

We are indebted to the *California Milk News* for the following item which probably explains one reason for reduced fluid milk sales. In reading this article we must keep in mind that any reduction in fluid milk sales for this or any other reason means lower Class I percentages and, therefore, lower prices to producers.

"Last summer a man went into a grocery store and bought 4 quarts of beer and 4 packages of cigarettes. A man who knew him asked him, 'Where's the milk for the kiddies?' He replied, 'Oh, they're old enough now so they don't need milk.' (The children are 7 and 9 years old!) The grocer overheard the conversation and when the beer buyer had left, said to our friend, 'That was County relief money that bought that beer and cigarettes!' This set our friend to thinking—because he is first a big taxpayer and secondly, he's in the milk business. He reported the situation to the Los Angeles County Supervisors and after months of work the Supervisors decided that the County would buy the milk and supply it direct to those on relief instead of just 'shelling out the money'."

It seems, however, that all the milk dealers in the Los Angeles area do not follow the golden rule. The article continues by stating that immediately a price war among dealers broke out in which there was frantic under-bidding in order to get this new business and the milk dealer who found this market for the dairy industry soon lost all the business it originally created for him, the business going to competitors who cut prices more than he could or would.

"Eat lots of butter", it's good for you and for your pocketbook.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
J. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
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3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
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21. *B. H. Welty, Waynesboro, Pa.
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.
24. *Member of Executive Committee.

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2. C. E. Cowan, Lancaster, Pa., Ass't Director
3. Reynolds, Denton, Md., Ass't Director
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SECONDARY MARKET MANAGERS

- Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, Co-op Bldg., Glassboro, N. J., Phone 10
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

This Month's Cover

We are presenting an unusual cover illustration on this issue of your Milk Producers REVIEW. It is, in fact, a composite of 19 different pictures, all showing dairy scenes. Farm pictures predominate of course, but numerous views show transportation and processing of milk on its way from farm to consumer.

The central picture, the consumer picking up the milk from her door step, represents the key to the entire dairy industry. It is she who determines our success.

If she is pleased with our product and is convinced that (1) it is healthful, (2) it is necessary, (3) it is really an economical food, and (4) it is a great drink for boys and girls of all ages (infants to grandparents)—then our market, and our success, are assured.

Cooperative Goes On Air

Tune in your radio between 4:30 and 5:00 P. M. on Friday, January 20, over station WCAU (1170 kilocycles). At some time during this half-hour program there will be a seven-minute interview with an official of the Inter-State Milk Producers' Cooperative in which a few of the highlights of the work and activities of the Cooperative will be told to the radio audience. This program will be a part of a regular half-hour farm program put on the air at this time every Friday by WCAU and known as the Farm Weekly.

Mark this on your calendar now so that you will be sure to listen in on this broadcast. Tell your neighbors about it.

Cooperative Will Watch All Dairy Legislation

The legislatures of the several states comprising the Philadelphia milk shed and also the National Congress will convene in regular session during January. We may look forward to a mass of bills being introduced. Every group that has any grievance to correct or any special favor to seek will be introducing legislation that will be of special benefit to their respective members.

Agriculture will be no exception. The farm interests must do the same thing in order to protect their interests and to strive toward equality with other groups.

The Inter-State Milk Producers' Cooperative is always interested in legislation—is never interested in politics. Regardless of the party in power in the Nation or in any of the various states of the milk shed the policy of the Cooperative will be to work toward the passage of legislation helpful to the dairy interests. Likewise, it will work against the passage of legislation which would be detrimental to its membership.

As this legislation is introduced and takes form, it will be the policy of the REVIEW to carry to its readers brief summaries of various bills introduced and the probable effect of such legislation on the dairy industry.

"Eat lots of butter"—it's good, economical and healthful.

Bagshaw Elected Master of Pennsylvania Grange

A singular honor was conferred upon Kenzie S. Bagshaw, who has been a director of the Inter-State Milk Producers' Cooperative since 1936 and is now a member of its Executive Committee. Mr. Bagshaw was elected Master of the Pennsylvania State Grange at its annual convention held in Washington, Pa., December 13-15.

Mr. Bagshaw is widely known throughout the entire state of Pennsylvania. He is an active farmer, owning one of the outstanding herds of Brown Swiss cattle in the state, and a frequent winner with his cattle at the Pennsylvania Farm Show. He is a trustee of Pennsylvania State College. For several years previous to his recent election as Master he has been high in the councils of the State Grange.

We are sure that Cooperative members everywhere will join with us in extending congratulations to Mr. Bagshaw.

Other members of our Cooperative family elected to official positions in the Pennsylvania State Grange are F. P. "Daddy" Willits of Ward who was continued as Treasurer; Isaac S. Gross of Plumsteadville, serving again as Overseer; and Mrs. Harold T. Allebach of Trappe who was elected Flora.

Inter-State Offers Prize In Milk Contest

We called to the attention of Cooperative members, in the December REVIEW, that some member will be awarded a trophy at the 1939 Pennsylvania Farm Products Show for the highest scoring milk exhibited by a member of the Cooperative.

May we remind you again that plans must be made immediately in order to take part in this contest. Write to either the Farm Show Commission, Harrisburg, or to this office for the rules and regulations governing the milk exhibit. There are several classes available, one of which fit the conditions of practically any or every member. The competition is limited, of course, to residents of the state of Pennsylvania.

The Inter-State in previous years has an excellent record of having one of its members exhibiting the highest scoring sample in the entire show. We missed out on that honor at the 1938 Show but are looking forward to some Cooperative member capturing highest honors again this year, this including of course, the award given by the Cooperative.

An average serving of ice cream contains only 200 calories. The popular idea that ice cream is fattening really has no basis in fact.

Big Business In Smaller Towns

These winter days, when farm work is not so pressing, many of us are given an opportunity to catch up on our planning and also on our contacts with the merchants and other businessmen of our community. Why not make it a point to impress upon the butcher, baker, banker, doctor and other business and professional men in our respective communities just how much the dairy industry of the community means to the town's business life?

Why not compare the income from milk checks with the business created by an industry within the town?

Let us assume a trading center which caters to about 150 farm families, on an average, receives a modest milk check of \$150 each month. That means \$22,500's worth of milk checks cashed at local banks each month. If the community is larger or dairying is more intensive the amount will be correspondingly greater, but a milk business of this size would bring into the community as much money as an industry employing 200 or more wage earners.

Every local merchant knows the effect on the business of the town when a local industry is compelled to lay off a group of employees. They also know the effect of adding another 25 or 30 persons to the payroll of such an industry. Do these merchants realize as vividly the effects of changes in milk prices?

If the price of milk should be cut by one-fifth (about 35 to 45 cents) it would have the same effect on that community as would the discharging of 40 wage earners in the factory. Likewise a corresponding increase in the price of milk would stimulate business as much as adding 35 or 40 wage earners to the factory's payroll.

We must keep in mind that the farmer usually puts his milk check to work just as soon as he receives it. That money goes through regular trade channels in the town as would the pay check of a wage earner. Any change in the milk check means a change in the amount of money he and his family can spend and every expenditure is affected except taxes and interest, which always take the same slice out of the check regardless of its size.

The point is this—a small town which serves as a trading center for a farm community can not separate its prosperity from the prosperity of the farmers who trade in the town.

(We suggest that you take this item to town with you and show it to your banker and store keepers. You might also ask your local editor to reprint it.)

See Us At The Farm Show

Visit the Cooperative's booth at the Farm Show. We are reserving a booth again this year in order that every member of the Cooperative and any other interested producers may come to the booth to get information and facts about the organization, its work and activities.

The booth this year will be in Section D, near the entrance to the old judging arena and, as you enter the main section of the Farm Show Building, slightly to the right of center. The change of location is due to the re-arrangement of exhibits as a result of the added space the new buildings have provided.

We shall be looking for you at the booth. Bring your dairyman friends with you.

A Welcome Visit

The officers and office staff of the Inter-State were favored on December 28 with a visit from a committee of Montgomery County producers, most of whom had never before visited the Inter-State offices. We were pleased to have these men see the work of the Inter-State, the extensive records kept by the organization and the laboratory where much of the butterfat check testing for Philadelphia dealers is performed.

Included in the delegation were: Chester Fetterman and his son, Owen Gerhart, Raymond Shirey, Elmer Schultz, Adam Heimbach, Wm. Hoffman, Walter Rhoads, Irvin Romich, Warren Sterner, Raymond Erb, Chester Hoffman, Edgar Hoffman and Nelson Faust.

It would be a pleasure to have similar visits from other delegations of producers whenever it can be arranged. If you and a group of your neighbors want to visit the Inter-State offices, write in a week or ten days ahead so that a date can be arranged which will permit giving as much time as possible to you and your friends and we shall do everything we can to show you exactly how the Cooperative operates.

There are several low-cost parking lots within a block of the offices, thus making it very convenient for those who drive to the city.

Locals Now Holding Mid-Winter Meetings

An opportunity for every member of the Cooperative to get the facts about his organization is being offered during the winter season. Practically every local is holding a meeting (or has held a meeting since the annual delegate meeting of the Cooperative), at which members, delegates, local officers, directors and field representatives are present to discuss with any and all members and other producers the work of the Cooperative, what

it has done and its future plans. We believe that every fair-minded member-producer wants the facts about his own organization and there is no better place to get these facts than at such meetings.

In several instances these meetings are being held as district-wide affairs, bringing several locals together for one large meeting.

Regardless of the type of meeting held, we feel it is very important that every member plan to attend. We suggest going even farther and asking each member to check up on his neighbors and insist that they also attend. Load them in the back seat of the car if necessary, but see that everyone comes out.

Durbin—Plummer

Dan Cupid removed the last bachelor from the ranks of the Inter-State Milk Producers' employees on December 27, when our field representative, Joseph Thornton Plummer, and Miss Harriet Louise Durbin of Lewistown, Pa., were married at Lewistown.

We all extend "Jake", as we all know him, our heartiest congratulations and wish him and Harriet a long and happy wedded life. Mr. and Mrs. Plummer will make their home in Lewistown.

New Jersey Farm Week

New Jersey's annual agricultural week will be held at Trenton, January 24-27. Various agricultural groups hold their regular meetings in connection with this event, carrying out programs of wide and practical interest.

One day is set aside for dairymen, some of the breed associations holding their annual meetings, general meetings occupying a part of the day and a banquet is held in the evening.

Exhibits of farm produce and commercial exhibits of machinery and farm and garden supplies are held in conjunction with the week's educational program.

Prices Paid for 4.0 % Milk By Philadelphia Dealers Weighted Averages, Nov., 1938

Abbotts Dairies.....	\$2.56
Baldwin Dairies.....	2.35
Breuninger.....	2.78
Wm. Engel Dairy.....	2.85
Gross Dairy.....	2.75
Hamilton Dairies.....	2.66
Hutt & Kempf.....	2.50
Missimer.....	2.70
Mosebach Dairies.....	2.62
Scott-Powell.....	2.63
Supplee-Wills-Jones.....	2.47
Sypherd Dairies.....	2.74

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, November and December, \$2.96; Class I Grade A, November and December Grade B price plus butterfat and bacteria bonuses, or \$3.36.

Class II, November & December, \$2.00
Class III, Nov., \$1.29; Dec., \$1.34

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

†November only.

The November average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

Class III Prices—4.0% Milk

MARKET	NOV.	DEC.
Phila. (Penna. rec. sta.)	\$1.14	\$1.19
Md. & Del. Stations	1.15	1.19
Other Penna. Markets	1.19	1.24
Wilmington	1.15	1.19

Average price 92-score butter at New York:
November, 27.27¢ per pound
December, 28.40¢ per pound

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

Cows Need Lots of Water

An important point in dairy herd management was discussed in the December issue of the New Jersey Cow Testing Studies. This concerns the importance of water in the dairy ration. This item, which is almost cost-free, has a direct relation to the volume of production and the cost of production. In spite of this fact it is one item which is frequently neglected to the extent of not allowing the cows all the water they want or need.

Neglect of an adequate water supply is more likely to occur during the winter months. Dairy cows require more water than other farm animals in proportion to their size because the milk which they produce

Classification Percentages—November, 1938 PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	72.5		20	7.5	76.6% of Class I
Baldwin.....	62		16	22	
Blue Hen Farms.....	73.9		12.9	13.2	
Breuninger.....	86		14		
Clover Dairy Co.....	76.85		12.97	10.18	62% of Prod.
Eachus Dairy.....	87	10	3		
Engel Dairies.....	91		9		
Fraims Dairies.....	80.45		11.80	7.75	
Gross.....	83.89		16.11		61.7% of Prod.
Hamilton Dairies.....	77.42		21.63	.95	
Harbison Dairies.....	85		10	5	73% of Class I
Harshbarger.....	69	11	2.7	17.3	
Hernig.....	66		34		
Hoffman.....	x41.7	9.8	48.5		
Keith's Dairy.....	85	9.5		5.5	
Martin Century Farms.....	*86.04		*13.96		70% of Prod.
Meyers Dairies.....	70		30		85% of Prod.
Missimer Dairies.....	80.35		19.65		
Mosebach Bros.....	72.63		7.85	19.52	76.38% of Prod.
Mount Union 1-15.....	83	6		11	
16-30.....	92	8			
Nelson.....	68		15	17	
Penn Cress.....	50.5	2.3	47.2		
Scott-Powell Dairies.....	76		22	2	90% of Prod.
Stegmeier, Clayton.....	67	5	28		
Supplee-Wills-Jones.....	68.17		17.17	14.66	86.5% of Class I
Sypherd's Dairy.....	84.1		13.3	2.6	
Turner & Wescott.....	71		29		
Waple Dairies.....	83.1	9.8		7.1	
Wawa Dairies.....	78		22		
Williamsburg Dairy.....	96	4			

NEW JERSEY

	Norm	Cream	Excess
Abbotts "A".....	87	13	Balance
"B".....	71.8	28.2	Balance
Castanea Dairies "A".....	95	5	Balance
"B".....	83	17	Balance
Scott-Powell.....	96.5	3.5	Balance
Suburban Dairies "A".....	78	22	Balance
"B".....	92.7	7.3	Balance
Supplee-Wills-Jones.....	100		Balance

*Martin Century paid November, Class I, 68.35% at \$2.79 and 17.69% at \$2.98; Class II, 11.09% at \$1.52 and 2.87% at \$1.56. (Prices for 4% Grade "B" milk, f.o.b. Lansdale.) x33.6% bought at Altoona Class I price; 8.1% at Huntingdon Class I price.

Feed Price Summary For December, 1938

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	Dec., 1938	Nov., 1938	Dec., 1937	% Change Dec., 1938 compared with Nov., 1938	Dec., 1937
Wheat Bran.....	26.16	25.19	30.50	+3.85	-14.23
Cottonseed Meal 41%.....	35.25	34.57	36.58	+1.97	-3.64
Gluten Feed 23%.....	28.50	28.06	33.66	+1.57	-15.33
Linseed Meal 34%.....	48.29	47.90	48.54	+ .81	- .52
Corn Meal.....	28.76	28.10	31.69	+2.35	-9.25
Mixed Dairy Rations: 16%.....	29.69	29.13	33.96	+1.92	-12.57
24%.....	35.34	34.32	38.35	+2.97	-7.85
32%.....	37.97	37.51	41.18	+1.23	-7.80
Brewer's Grain.....	27.49	27.21	32.81	+1.03	-16.21

contains 85 to 89 percent water. Cows will consume between 4.0 and 5.5 pounds of water, including both water contained in feed and that taken in the form of drink, for every pound of milk produced. On the average, cows will consume about three pounds or more of water in the form of drink for every pound of milk produced.

Dairy Courses At Rutgers

Two short courses in dairying will be offered by the New Jersey College of Agriculture, Rutgers University, in February.

A course in milk testing will be held from February 6 to 11.

An ice cream making course will last two weeks, February 13 to 25.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

November Averages and November and December Schedules. (Explanatory Notes on page 6, Col. 1)

Dealer	Delivery Point	Average Price in November	Class I Price Nov. and Dec.	Class II Price November	Class III Price December
Philadelphia Dealers.....		see page 6	\$2.98	\$1.56	\$1.61
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$2.11	2.38	1.48	1.53
"	Curryville, Pa.....	2.17	2.47	1.49	1.54
"	Easton, Md.....	2.23	2.56	1.45	1.49
"	Goshen, Pa.....	2.29	2.63	1.51	1.56
"	Kelton, Pa.....	2.31	2.65	1.52	1.57
"	Kempton, Pa.....	2.29	2.62	1.51	1.56
"	Oxford, Pa.....	2.31	2.65	1.52	1.57
"	Port Allegany, Pa.....	2.11	2.38	1.48	1.53
"	Providence, Md.....	2.25	2.59	1.45	1.49
"	Spring Creek, Pa.....	2.08	2.34	1.47	1.52
"	Wilmington, Del.....	2.41	2.77	1.65	1.69
Blue Hen Farms.....	Richlandtown, Pa.....	2.46	2.62	1.51	1.56
Breuninger Dairies.....	Centerville, Md.....	1.78			
Centerville Prod. Coop.....	Wilmington, Del.....	2.46	2.77	1.65	1.69
Clover Dairy Company.....	Edgemont, Pa.....	2.45	2.98	1.56	1.61
Delchester Farms.....	Springfield, Pa.....	2.60	2.98	1.56	1.61
Duncan's Dairy.....	West Chester, Pa.....	2.75	2.85	1.61	1.66
Eachus Dairy.....	Wilmington, Del.....	2.51	2.77	1.65	1.69
Fraims Dairies.....	Brandtsville, Pa.....	2.44	2.62	1.51	1.56
Harbison Dairies.....	Byers, Pa.....	2.44	2.62	1.51	1.56
"	Carlisle, Pa.....	2.44	2.62	1.51	1.56
"	Hurlock, Md.....	2.38	2.56	1.45	1.49
"	Kimberton, Pa.....	2.44	2.62	1.51	1.56
"	Massey, Md.....	2.40	2.58	1.45	1.49
"	Millville, Pa.....	2.33	2.50	1.50	1.55
"	Rushland, Pa.....	2.44	2.62	1.51	1.56
"	Sudlersville, Md.....	2.40	2.58	1.45	1.49
Harshbarger, J. E.....	Altoona, Pa.....	2.44	2.96	1.61	1.66
Hernig, Peter.....	Boiling Springs, Pa.....	2.22	2.58	1.51	1.56
Hershey Creamery.....	Greencastle, Pa.....	1.50			
Hershey Chocolate.....	Shippensburg, Pa.....	1.40-1.50			
Highland Dairy Co.....	Chester, Pa.....		2.98	1.56	1.61
"	Doe Run, Pa.....		2.85	1.61	1.66
Hoffman's Dairy.....	Altoona, Pa.....	2.16	2.96	1.61	1.66
"	Huntingdon, Pa.....	2.16	2.85	1.61	1.66
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.56	1.61
Keith's Dairy.....	Altoona, Pa.....	2.81	2.96	1.61	1.66
Martin Century Farms.....	Lansdale, Pa.....	2.64	2.98	1.56	1.61
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.56	1.61
Nelson Dairy.....	Jeffersonville, Pa.....	2.45	2.98	1.56	1.61
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.26	2.96	1.61	1.66
Scott-Powell Dairies.....	Clayton, Del.....	2.32	2.60	1.45	1.49
"	New Holland, Pa.....	2.38	2.66	1.52	1.57
"	Pottstown, Pa.....	2.42	2.71	1.52	1.57
"	Snow Hill, Md.....	2.20	2.44	1.45	1.49
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.26	(\$2.26 for all milk in Nov.)		
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.54	2.96	1.61	1.66
Supplee-Wills-Jones.....	Bedford, Pa.....	2.11	2.47	1.49	1.54
"	Centerville, Pa.....	2.01	2.34	1.47	1.52
"	Chambersburg, Pa.....	2.16	2.55	1.50	1.55
"	Chestertown, Md.....	2.18	2.58	1.45	1.49
"	Duncannon, Pa.....	2.21	2.62	1.51	1.56
"	Hagerstown, Md.....	2.11	2.49	1.45	1.49
"	Harrington, Del.....	2.18	2.58	1.45	1.49
"	Huntingdon, Pa.....	2.15	2.53	1.50	1.55
"	Kennedyville, Md.....	2.18	2.58	1.45	1.49
"	Leaman Place, Pa.....	2.25	2.67	1.52	1.57
"	Lewistown, Pa.....	2.16	2.55	1.50	1.55
"	Mercersburg, Pa.....	2.16	2.55	1.50	1.55
"	Mt. Pleasant, Del.....	2.18	2.58	1.45	1.49
"	Nassau, Del.....	2.16	2.55	1.45	1.49
"	Princess Anne, Md.....	2.10	2.47	1.45	1.49
"	Red Hill, Pa.....	2.25	2.67	1.52	1.57
"	Townsend, Del.....	2.18	2.58	1.45	1.49
"	Waynesboro, Pa.....	2.16	2.55	1.50	1.55
"	Zieglerville, Pa.....	2.25	2.67	1.52	1.57
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.20			
Turner & Wescott.....	Glen Roy, Pa.....	2.32	2.65	1.52	1.57
Waple Dairies.....	Tyrone, Pa.....	2.67	2.85	1.61	1.66
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.43	2.98	1.56	1.61
Ziegler Dairy Co.....	Reading, Pa.....		2.85	1.61	1.66

Secondary Markets

TRENTON

The Trenton Inter-State Milk Market Committee and the Castanea Dairy Company have agreed, with the approval of the New Jersey Milk Control Board, to continue using the ten months' average of the previous year in establishing norms, May and June being eliminated. This plan has proved satisfactory to all concerned.

The Trenton committee was well represented at the Control Board hearing on norms held December 19. As plans had already been approved for the market no brief was presented.

Conditions in the market are sound in spite of the seasonal surplus which we always experience during the holiday season. All producers who meet sanitary requirements have a regular market.

The sales committee continues to meet the last Wednesday in each month, meeting at the Castanea Dairy Company office in the morning for norm adjustments and in its own offices, 19 W. State Street, in the afternoon for any other business.

SOUTH JERSEY

With the shifting of the supply of one dealer in this area, re-routing of trucks was necessary. Bids on hauling of milk were asked for and contracts were let by a shippers' committee which conferred with representatives of the dealer and the Cooperative before letting the contracts. As a result producers will save from 3 to 8 cents per 100 pounds of milk shipped.

Considerable work has been done the last few weeks on the adjustment of norms, thus requiring meetings of producer committees and conferences with the buyers. In most cases the 1939 norms have been established as the average production of ten months of 1938, May and June being omitted. In some cases, where the total of all norms has been increasing beyond the buyer's needs, adjustments downward were made from this average, this being felt necessary in order to keep production in line with the requirements of the market.

An annual ladies' night was held for Scott-Powell producers on December 14. Local entertainment was provided, including pictures. Refreshments consisted of ice cream and chocolate milk furnished by the company, cake and coffee.

Joint meetings in the South Jersey area are planned for 2:00 P. M., January 10, at the county agent's office in Bridgeton and 2:00 P. M., January 11, at the Grange Hall in Woodstown.

LANCASTER

The Pennsylvania Milk Control Commission has issued a new order establishing Area 14, comprising the Lancaster market. This order sets the price of 4 percent Class I milk for the area as \$2.85 per hundred pounds, thus bringing the producer price up to a par with the price set for adjoining areas. The former price was \$2.58.

The new order followed a hearing on November 29 at which the Lancaster Inter-State Milk Market Committee took an active part, stressing that production costs encountered by producers supplying Lancaster were no different than costs in nearby areas and therefore the difference in prices should be eliminated.

The Lancaster committee was also represented at the state-wide hearing on prices for Class II and Class III milk which was held at Harrisburg on December 29.

Locals throughout the Lancaster section are holding meetings during this season. They furnish an excellent chance for members and other producers to get important and accurate facts about the market situation and about their organization. Come out to the meetings—and fill the back seat of your car when you come—bring your wife, sons and daughters, or your neighbors.

"Yes, this book will do half your work."

"Okay, I'll take two of them."
—*Notre Dame Juggler.*

Put off until tomorrow what shouldn't be done at all.

Proper Diet Makes Better Drivers

Finding that persons living on a diet deficient in vitamin A were subject to night blindness, or inability to see in dim light, scientists of the Bureau of Home Economics by studying the adaptation of these persons' eyes to darkness have been able to determine how much of the vitamin the body needs daily. Common sources of vitamin A are yellow and leafy green vegetables, egg yolks, whole milk, orange and tomato juice.

Under the direction of Dr. Lela E. Booher, and assisted by Elizabeth Collison and Elizabeth Hewston, five Bureau staff members—two men and three women—consented to an unusual experiment in which all food they ate for six months was prepared in the laboratory kitchen. Literally every bite of the food was weighed to be sure that each one was receiving an ample and constant supply of calories, protein, fat, calcium, phosphorus, iron, and all the known vitamins except vitamin A, which was kept as low as possible. The subjects neither lost nor gained weight and, except for the night blindness, appeared healthy throughout the experiment.

The results suggest the possibility that persons who habitually live on a low vitamin A diet may be the cause of many automobile accidents occurring in the dim dusk of twilight, or after dark when drivers stare into the bright lights of approaching automobiles and do not regain normal vision.

Low vitamin A diets not only cause night blindness, but also narrow the field of vision. Even in daylight persons on such diets would not have the proper side vision to prevent them from cutting into cars running by their side or to enable them to see cross traffic approaching when near intersections. At night they are less likely to see pedestrians walking at the side of the road.

Nothing can be produced out of nothing.
—*Diogenes.*



"The Old Homestead," built in 1788, on the farm of George R. Lefever, Ronks, Lancaster County, Penna.

Dairy Industry Pioneers Again

The Philadelphia Inter-State Dairy Council, through Wesley S. Holmes, a member of its staff, went on the air on December 30, 1938, with a broadcast over Station KYW. This radio talk is carried on this page.

PHILADELPHIA's milk supply originates on more than 15,000 dairy farms located in southeastern Pennsylvania, the southern half of New Jersey, Delaware, and the Eastern Shore of Maryland. This particular territory is well adapted to dairy farming; so well adapted, in fact, that almost twice as much milk is produced in this area, as is delivered to the doorsteps of the 2,000,000 consumers in metropolitan Philadelphia. Ample supplies therefore being always available, there is no need for transporting milk long distances. To utilize this over-supply, much milk is manufactured into by-products within our milk shed. Obviously this situation permits the careful selection of only the finest farms for producing milk for fluid consumption. All milk is produced under very stringent regulations, supervised by the milk dealer, the local municipalities, and the State.

Such rapid strides have been made during the past decade in sanitation, both on dairy farms and in the milk plants, that there remains little to be done from a sanitary standpoint, except to maintain the high quality that has already been established in this territory. I need not remind you that the quality of Philadelphia's ice cream is praised far and wide, and because of the quality of our ice cream, the per capita consumption is greater for ice cream here than anywhere else in the United States.

Scientists Study Milk

The Dairy Industry is today turning its attention to methods by which milk, a practically indispensable food, can be improved still further in its high nutritive qualities. Research has indicated that the quality of the feed offered to the dairy cow can influence the vitamin content of her milk. Milk has its highest feed value during the summer season, when the cows are out in the sun eating the green grass of the pasture. Much study and experimental work has been conducted lately to prepare cattle feeds for winter use which will duplicate in a large measure the qualities found in the green grass and summer sunshine. Scientists have discovered that if the succulent alfalfa and clover hays, with their lime,

phosphorus and vitamins are preserved by storing in their natural green state, in silos for winter feeding, such feed will produce milk of higher nutritive quality than milk produced from the old fashioned field dried hay of clover or alfalfa.

Preliminary research indicated that milk with soft curd is more easily digested, particularly for infant feeding. There are several ways of securing soft curd milk. Some cows have an inherent ability to produce such milk. The "curd tension" as scientists refer to it, may be influenced by methods of feeding the cows or by acidifying the milk after production.

There is also a purely mechanical

method known as homogenization which softens the milk curd. Perhaps you have seen among the news items of your daily paper articles about homogenized milk, and some of the claims made for such milk. Because there are differences of opinion as to the best method for securing soft curd milk, the farmers and the distributors of milk in Philadelphia have instituted a research project under competent medical supervision which is being carried on at this very time.

The purpose of this research is to determine the value of soft curd milk for infant feeding as well as the best method to produce such milk. When this study has been completed, the dairy farmers and the milk distributors throughout the Philadelphia area will offer to the public milk produced and processed in keeping with the methods found by this study to give the best results. The housewives and mothers in Philadelphia can feel assured that their milk supply, in addition to being fully protected, will continue to keep pace with the newest developments of Science.

Does Right Food Make A Difference?

MISS MAY MALLEY,
Philadelphia Dairy Council Staff

I AM always glad to tell about the children with whom I worked in a community nutrition project in the town of State College, Pennsylvania, because I feel that it so definitely proves the effect of proper food and proper care.

The families of these children of whom I am to tell you were of the low income level and the children had been greatly neglected, partly due to the finances of the parents, and partly due too, to their lack of interest.

Our story begins with the opening of a Federal emergency nursery school in the district. When the children, 22 in number, entered the school they were indeed a sorry looking group of boys and girls from the age of 2 to 5. Some of them had never had a full meal in their lives and they looked it.

Tests Showed Deficiencies

At the time they entered the school, physical tests were made of them as follows—weight, 16 measurements of the body, blood tests for anemia, Vitamin C tests, and x-rays of arms and legs. We found them to be underweight, anemic, low in Vitamin C, and extremely poor in bone development. One boy five years old was found to be two years and seven months retarded in bone growth alone.

We made sure that at the nursery school they received a noon meal of good wholesome food and plenty of milk—also mid-morning and mid-afternoon lunches of milk or fruit juices. After lunch they had a rest period. All the children were given cod liver oil. They were taught to play together and to share their toys.

They Caught Up

After they had been in the school six months, we repeated the tests. We found, indeed a spectacular improvement.

Less than 10 percent were underweight and they were no longer anemic. In comparing the bone x-rays we noted the length of the bones and the shape and size. There was such a change in appearance that often it was difficult to realize that two x-rays taken six months apart were of the same child. The second x-rays showed normal bones. This certainly proved the value of good food in building up the bones of children who had been so undernourished.

And, too, I must tell you of the wonderful change which took place in the faces and expression of the children—they actually seemed to blossom which was a great source of pleasure to us all.

At the same time as this study was

(Please turn to page 13)

KEEP MILK FROM FREEZING

It is good business to protect milk from extreme cold temperatures because:

Freezing Means Loss of Milk

(The milk frozen to the inside of the can stays in the can until removed by the washer.)

Freezing Means Inaccurate Tests

(The butterfat separates out when frozen and fair samples are difficult to obtain. The test is usually lower than it should be.)

Flavor Is Affected Adversely

(Guarding the rich natural flavor of our milk is the best way to hold our present customers and get new ones.)

Use the same precautions—and the same equipment—to protect milk from freezing as are used to keep it cool in summer.

Remove the milk from the barn to the milk house promptly and keep it away from all barn and feed odors.

Put the cans of milk in the milk cooler and close the lid. The well-built cooler will keep out extreme cold as effectively as it keeps out heat. Do not put cans out for pickup until almost time for arrival of truck. Cover cans with a blanket when on the stand.

Dr. McCollum Honored

An outstanding feature of the 1938 annual meeting of the National Dairy Council, which was held in Chicago, November 30, was the honoring of Dr. Elmer V. McCollum for his work with vitamins and the corresponding contribution to the advancement of the dairy industry. Dr. McCollum discovered vitamin A in 1913 and since that time has been engaged continuously in research in the field of nutrition. His research and his experiments in the importance of dairy products in the human diet saved the dairy industry from being given over to substitutes during the World War. It made the public conscious of the unique value of dairy products and largely accounts for the lack of success of efforts to find satisfactory substitutes for milk and its products.

At the time of his original discoveries Dr. McCollum was a faculty member of the University of Wisconsin but of recent years has been professor of biochemistry at Johns Hopkins University, Baltimore. The sound sense and practical viewpoint of Dr. McCollum is evidenced in his slogan of twenty years ago which still holds true today, that "Eat what you want after you

have eaten what you should". One of the important "should" items in the diet, according to Dr. McCollum, is a quart of milk or its equivalent in dairy products, such as butter, cheese, cream, etc., every day.

Elements of Dairying

This is the title of a new book just published by the MacMillan Company of New York, written by T. M. Olson, Head of the Dairy Husbandry Department of South Dakota State College. The book is complete and comprehensive in its treatment of dairying.

Several chapters are given over to the discussion of various dairy cattle breeds. Milk—its secretion, composition, food value, and its bacterial enemies—is also treated in considerable detail.

The study of market milk and the various manufactured dairy products occupy several chapters, with another large section of the book given over to feeding of dairy cattle and dairy herd management.

A valuable addition to this book is a brief and concise summary of the work and activities of several of the important national dairy organizations.

Dean Watts Retires

Ralph L. Watts, Dean of the School of Agriculture of Pennsylvania State College since 1912, retires on January 1, 1939, according to announcements from Pennsylvania State College. He will become Dean Emeritus and will continue to serve the agricultural college but will not be required to perform administrative duties.

Dean Watts is a graduate of Pennsylvania State College with the class of 1890 and has been on the faculty of the institution since 1908. He is a horticulturist and is also a member of numerous scientific and educational societies.

No announcement has been made as to Dean Watts' successor.

Account Books Provide Check On Farm Business

With the approach of another year, many Pennsylvania farmers are making plans to close their present account books and open another, reports E. L. Moffitt, farm management specialist at Pennsylvania State College.

"Keeping detailed financial records of the farm business provides information for a complete analysis at the end of each year," he says. "It shows which enterprises are proving satisfactory. A program can be planned for increasing the possible income by using more approved methods."

According to Mr. Moffitt, the first step in opening a farm account book is taking an inventory of the business. If this is done early in January, the farmer has ample time before the beginning of spring work to make necessary adjustments in his plans.

"The inventory gives an excellent picture of the financial status of the farm," he explains. "It places the farm on a business basis. It shows the value of the property. In case of fire, for settling an estate, for preparation of a credit statement, or in similar cases, it provides a list of all property. The farmer can determine from his inventory whether he is getting ahead financially."

The Lancaster Cooperative Council, at its recent meeting, elected John H. Myers, Rohrerstown, president; Harry R. Metzler, Paradise, vice-president; H. K. Martin, Goodville, secretary; and J. Kenneth Stern, Lancaster, treasurer. The Council is made up of delegates from more than a score of farm organizations in the county.

It is good business for dairy-men to "Eat lots of butter".

How Much—Is A Good Milk Market Worth?

How MUCH is a sure market for milk worth to a milk producer? There are many ways to answer this question and many of us really do not know the answer until we are faced with the loss of a good market.

This question is of more than usual interest to all Cooperative members right now because of the endorsement given by the delegates for a larger insurance fund to protect the markets of all members of the organization. This fund is, in fact, being built up in order to put additional power into the guarantees of (1) a market for the milk of all members of the Cooperative, and (2) payment of all milk delivered by members under the producers' marketing agreement signed by all members.

The size of such an insurance reserve should be such as to give full power to those guarantees under the most adverse circumstances. Every member has coming to him at some time in the month payment for practically a full month's milk and in most cases this stretches so that he has delivered milk for six weeks or even longer for which payment has not been received. We can readily see, therefore, that to be protected fully there should be money on hand (as cash or safe, readily salable bonds) to pay for six weeks milk production of all members.

What Others Are Doing

The experience of others is valuable as a guide in any such planning.

Each member of the Twin City Milk Producers Association of St. Paul and Minneapolis has \$249 in his organization—\$210 of this being in stock invested in it, the remainder in reserves.

In the Maryland and Virginia Milk Producers Association at Washington we find that each member has an interest in the organization of a few cents less than \$400, all this being in the form of a "revolving fund" which will be paid back to the members regularly over a period of years as new payments are put in to keep up the insurance reserve.

Members of the Consolidated Badger Cooperative of Shawano, Wisconsin, each have an interest of \$223 in their milk marketing organization, \$112 of it in stock and the remainder in reserve funds. (They received an average of \$1.33 for all milk the first half of November, average test 4.05 percent.)

Producers who are members of the Connecticut Milk Producers Association have reserves to their credit of approximately \$48 each. Their reserve was called upon three years ago to take care of a substantial number of members who had only a manufacturing market, thus preventing a price break. They are also paying an extra cent per hundred pounds right now which is being used to pay for a new office building in which surplus handling equipment is also installed.

\$258 At Baltimore

Every member of the Maryland Cooperative Milk Producers, Baltimore, has, on the average, a reserve of \$258 in the insurance fund of his organization, this being paid back to the members over a period of years as new funds come in to keep the fund at this safe level.

Up in New York State we find

See 1938 Milk Record

A new high record of milk production in 1938—about 110 billion pounds for the full year—is indicated by monthly estimates of the Bureau of Agricultural Economics. The increase over 1937 is about 4 percent.

Butter is the most important manufactured product, using about 41 percent of the total milk production. An equivalent amount is used as milk and cream. Cheese takes about 6 percent of the milk, evaporated milk case goods about 4 percent, ice cream about 3.5 percent, and a number of other products the remainder.

The general trend of milk production has been upward during the last 15 years and per capita production has been relatively stable. The proportions used in the various products have not changed significantly during this period.

What Goes Into Oleo

According to a bulletin published by the U. S. Department of Agriculture, the following ingredients may be found in oleomargarine:

Babassu oil, coconut oil, corn oil, cottonseed oil, glycerine derivative, lecithin, neutral lard, oleo oil, oleo stearine, oleo stock, palm oil, palm kernel oil, peanut oil, sage, benzoate of soda, soya bean oil, and vitamin concentrate.

There is no indication on the label of oleomargarine packages as

that the members of the Dairymen's League Cooperative Association have issued certificates of indebtedness which average about \$270 per member and which have in the past been paid in full when due or before due, these funds making up a fund which insures the stability of the market of the members.

Our Market Worth As Much

These instances give a cross section of what value producers in other parts of the country—near and far—put on their milk markets. We believe the market of producers in the Philadelphia area is just as valuable. Will we give it the same insurance protection? The delegates made an excellent start when they authorized an extra cent per hundred to be used for that purpose. We have confidence that the membership will back up to the limit this action of their delegates.

to which of these ingredients will be found in the oleo contained in the package. Usually there are several kinds of oils and fats but we can not expect to find all of these in any one brand.

Checking this list carefully, we find that a large number of these ingredients are not the products of the American farms and in checking statistics further it is found that those that are products of American farms are not used very extensively at present.

Without faith, there is failure.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of November, 1938:

Butterfat Tests.....	4073
Plants Investigated (first half Nov.)	25
(second half Nov.)	37
Farm Calls.....	761
Non-Farm Calls.....	281
Herd Samples Tested.....	71
Brom-Thymol Tests.....	108
Microscopic Tests.....	35
Membership Solicitation Calls.....	122
New Members Signed.....	26
Local Meetings.....	19
Attendance.....	317
District Meetings.....	11
Attendance.....	204
Committee Meetings.....	9
Attendance.....	67
Other Meetings.....	8
Attendance.....	1314

National Situation Reviewed At Convention Of Federation

FARMER delegates—representing some 350,000 families of America's 686 million dollar cooperative dairy industry—met in Cincinnati November 14-16 for the 22nd annual convention of the National Cooperative Milk Producers Federation.

In the three-day session, they directed their attention toward disposal of the unusually heavy stocks of dairy products; protection of domestic producers against duty-cut foreign imports; the effect of government laws and regulations upon the milk producer; and the means by which cooperative producers may aid themselves and their industry on a self-help basis.

N. P. Hull was re-elected to serve as president of the organization for his sixth consecutive term, while John Brandt was re-elected as first vice president; W. P. Davis as second vice president and George W. Slocum as treasurer. Charles W. Holman was continued as secretary.

Self-Help the Keynote

Organized dairy farmers are in the vanguard of agricultural producers who are today determined to solve their own problems on a self-help basis, declared Mr. Hull. "Our primary concern," he said, "is to leave to our children as great a country and government as our fathers left to us. To do this we must take immediate steps to protect our heritage, and to prevent economic difficulties from undermining our social structure."

Hull scored the "handout" system of government aid as creating a vicious circle of spending. He said that the relief system is creating a class of "leaners" and a condition which could be avoided if aid to the needy were placed on a neighborhood and community basis rather than on the basis of government dole.

"Dairy farmers are confronted with the possibility of a permanent surplus and the loss of tariff protection through becoming an export producing nation," he stated. "This situation has been intensified by unusually favorable pasture conditions, the diversion of farm lands through federal soil conservation, low prices of other agricultural products and foods, and lower consumer demand."

New York Situation Reported

Public interest demands that fluid milk producers be paid enough so that they can continue to supply milk under compliance with strict health regulations, it was emphasized by Charles H. Baldwin, executive secretary of the New York Metropolitan Cooperative Milk Producers Bargaining Agency Inc., in reporting on recent developments in that milk shed.

The success of the recently launched Federal-State market control program in New York he declared, means "a living price for milk month after month and year after year," and is dependent upon "greater

and still greater cooperative effort on the part of all producers."

"It is a plan that is sound in principle. It enables the pricing of all milk by formula so as to get the greatest possible returns for producers; it classifies it as it leaves the country manufacturing plant or shipping station; it reduces the cost of transportation to the minimum; it equalizes the price between all qualified producers; it covers uniformly the entire shed, regardless of state lines. It recognizes and encourages cooperative effort and repays cooperatives for service rendered the entire shed."

Public Milk Control Discussed

"Federal marketing agreement programs for improving conditions under which dairy farmers sell their milk are strengthening the position of producers' cooperatives in the United States," said Dr. E. W. Gaumnitz, chief of the Dairy Section of the United States Department of Agriculture.

Producers' cooperative marketing organizations, he said, are "not only recognized in the act, but they are given definite prerogatives". Among these he listed the requirement of two-thirds producer approval before a program can go into effect in a market, and the right of the cooperative to vote for its members.

Federal regulations of milk markets, Dr. Gaumnitz pointed out, "cannot undertake to perform the functions of cooperatives but rather to supplement the work of the cooperatives in the performance of some of those functions. Some functions of cooperatives remain entirely unaffected by Federal regulation. The services rendered producer-members by the cooperative other than the negotiating of prices with distributors are not attempted by the Government. The cooperative still has the problem of selling the milk of its members under the fixed prices. It also has the problems of checking the weights and tests of members' milk and of guaranteeing the members a market outlet. While it may be true that the price-making functions of cooperatives are modified to some extent, the modification probably is more apparent than real, particularly in the light of the limitations imposed by the Act."

Increasing costs in the production of a quart of milk—in taxes, packaging, labor and higher quality requirements—have added a new responsibility to farmers cooperative associations in setting fair prices to both producers and consumers, emphasized Glenn Morgan, Westville, Ind., member of the Indiana State Milk Control Board.

If cooperative groups fail to maintain their position under government milk control, it will be because of their failure to assume this responsibility, he stated.

"Such failure will only hasten the day when the fluid producer must accept more and more of his milk check from the lower priced manufacturing outlets. It is my opinion that many of our Indiana markets have maintained fluid prices that are too high in the face of the condition of manufactured outlets and reduced consumer buying power."

Farmer Returns Disproportionate

While the costs of distributing milk in urban areas has increased tremendously in the past two decades, retail prices have remained virtually unchanged over the same period, with the result that farmers' returns for their milk have dropped materially, Dr. Thomas G. Stitts, director of

the cooperative research and service division of the Farm Credit Administration, told the convention.

Dr. Stitts showed that distribution costs since 1917 had doubled in Cincinnati; more than doubled in Chicago; and increased 150 percent in Minneapolis. He cited increasing labor costs, high taxes, strict health regulations, and heavy capital investments as contributing to the wide margins between producer and consumer in the dairy industry.

"The significant thing about these costs," Dr. Stitts said, "is that once they become established, they are seldom retractable or reducible. This means they will continue to be in the picture and probably will have a significant influence upon farmers' prices for a long time."

Milk Faces Competition

The dairy industry's problems of meeting competition from other beverages, and from substitutes for milk, were discussed by Dr. Stitts as of vital importance. "It is probably not amiss to expect some increase in milk consumption with any general recovery in business," he said. "But we cannot sit idly by and expect predictions of greater consumption to be filled without any effort on our part. As a matter of fact, the problem of maintaining present consumption in the face of greater competition from other food products is indeed serious."



Guernseys at pasture on farm of S. D. Mingle, Williamsburg, Pa.

Shermantine Succeeds Heaps

Dr. R. W. Shermantine, who has been president of the Maryland Cooperative Milk Producers, Inc., since 1934, was named as secretary-treasurer and manager of the association at a recent meeting of its board of directors. Dr. Shermantine succeeds I. W. Heaps who occupied that position for approximately twenty years, until his death last October.

Dr. Shermantine has been a milk producer since 1906 and a member of the organization since it was organized in 1918.

D. S. Pearce, formerly vice president, was elected president of the association.

New York Milk Order Helps, Violators Taken to Court

RECENT reports from the New York milk market indicate that the joint Federal-State order in that market is returning substantially higher prices to producers than those which prevailed before the order became effective on September 1.

The great majority of milk handlers in the area are complying fully with the agreement and order. They are paying their producers the agreement price and are paying administration expenses and paying into the adjustment fund when required, as specified in the order.

It has been necessary, however, for the United States government to bring suit against 4 milk handlers in the market, three of which are small local cooperatives which appear to be dealer-dominated.

Violators Get Wider Spread

These handlers failed to comply with the order. They paid the agreement price but since their Class I usage was very high their blended price was such that by not paying into the adjustment fund they gained an advantage in profits of nearly 1 cent per quart as compared to dealers who complied fully with the agreement.

Case Being Closely Watched

The answer to the suit, as made by one dairy, went so far as to claim fraud in the referendum and to blame violation of anti-trust laws. Definite statements were made in this answer which involved the Metropolitan Cooperative Milk Producers' Bargaining Agency and also the Dairymen's League Cooperative Association. These groups have, therefore, requested of the court the right to participate in the trial, to answer all charges referring to their respective organizations.

Following regular court procedure of filing answers to the charges and allowing the government to issue answering affidavits the case was brought to trial on December 27. It appears that the case is being speeded in order to determine as early as possible the court's opinions on the constitutionality and legality of various provisions of the agreement and order. The government and, we hope, the great majority of producers and distributors are anxious to prove the legality of the agreement, thus clearing the way for market-wide compliance and greater stability of the market and of producer prices.

Latest advices indicate that the trial will be long and drawn out, the defendants employing every

effort to gain any legal advantage, however small, and the government determined to carry through for the best interests of the producers. After three days of legal sparring it appeared that the trial had barely started.

The court extended to both the Dairymen's League and the Bargaining Agency the right to participate as plaintiffs. This right was granted after the court refused to strike out from the defendants answer certain statements about those two groups which were branded as unfair. This gives the attorneys for the two farm groups the right to participate in the trial along with the Federal and State attorneys.

In the early part of the trial the defense concentrated its attack on the fact that some cooperatives used their legal right and voted in block for all members on adoption of the marketing agreement. This seemed to simmer down to a desire to find out only how the Dairymen's League voted, the information being refused by the Government's attorneys because it is confidential. Attorneys for the League, however, supplied this information and the case went on.

It is interesting to note that in another recent court appearance the attorney for one of the defendants said, in effect, that the 1937 strike, called by the Dairy Farmers Union, saved that and other dealers by making it unnecessary for them to pay the price to producers that the Bargaining Agency was trying to impose.

The entire trial is being watched intently by dairy interests from all parts of the country. Attorneys for numerous dairy companies are present at the trial and are keeping in touch with every development.

Brandt Made Indian Chief

John Brandt, president of the Land O' Lakes Creameries, and who appeared as the guest speaker at the 1937 annual meeting of the Cooperative, recently became an Indian Chief in the Gros Ventre Tribe. He was given the title "Chief Yellow Buffalo Bill" because of the yellow gold (butter) produced by the organization which he represents. The ceremony occurred when Mr. Brandt was fulfilling a business engagement in the vicinity of the tribe's reservation in North Dakota.

Be your own best customer—"Eat lots of butter".

10 Days' Trial

Get a genuine Andis electric clipper at lowest price in history. Easier to operate, more powerful fan-cooled, dual-sealed motor. Clips horses, mules without change or adjustment. 110 V. A.C. only \$17.50 post-paid. Special voltage \$2 extra. At your Dealer's, or send only \$1 (specify voltage required) to pay outman balance. Money Back if not delighted after 10 days' trial.



ANDIS CLIPPER COMPANY Dep. A17-A Racine, Wisconsin

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

New parts "CLIPPER SPECIALISTS"—Repairing. Clipper blades of all kinds resharpened. Blades returned next mail. Satisfaction guaranteed. Enclose 50¢ each set. Old concern. Nutley Grind & Repair Co., Nutley, N. J.

Meeting Calendar

January 4—Paradise Local—Paradise High School—7:30 P. M.

January 5—District 9—meeting and turkey dinner—Middletown High School, Middletown, Del.—6:30 P. M.

January 5—Quakertown Local—Richland Grange Hall—8:00 P. M.

January 7—Waynesboro Local meeting and turkey dinner—Washington Twp. High School, Waynesboro, Pa.—12:00 Noon.

January 9—Kempton and Virginville Locals—Park Pavilion—Kempton—8:00 P. M.

January 10—Bridgeton and Deerfield Street Locals—County Agent Raymales's Office, Bridgeton, N. J.—2:00 P. M.

January 11—Mullica Hill, Woodstown and Salem Locals—Grange Hall, Woodstown—2:00 P. M.

January 11—Plumstead—Dublin Local—Plumsteadville Grange Hall—8:00 P. M.

January 16-20—Pennsylvania Farm Products Show—Harrisburg, Pa.

January 24-27—Agricultural Week—Trenton, N. J.

Does Right Food Make a Difference?

(Continued from page 9)

being carried on, we also made similar tests on children of high income level families. Many of them proved to be anemic which was indeed a surprise to their parents.

We may take from the story the following points:—

1. That proper food is essential for good health and normal growth.
2. We see that parents of high income level may have children who are undernourished, often because they are not awake to the needs of the child.

I feel that this is a challenge to each one of us to keep abreast of the times and to take an active interest in public health, and the physical welfare of our children so that in the future our children will be blessed with health as the result of intelligently interested parents.

Dairy Markets Uneasy

FLUCTUATIONS in the butter market have been of particular interest during December, which opened with 92-score butter quoted at 30½ cents per pound wholesale at New York, after a steady gain during the latter part of November. This price held for several days when a decline set in which carried it down to a low of 26¼ cents on the 19th, then recovering to 28 cents during the Holiday week.

The price again dropped one cent at the end of the month.

Possibly those interested in butter trading pushed the price higher than the market would stand, thus causing the mid-December break.

Butter storage as of December 1 was 158,872,000 pounds, as compared with 66,191,000 pounds a year earlier and a five-year average of 89,241,000 pounds on that date. Most of this butter is concentrated in 10 leading storage centers which have succeeded in reducing their holdings by 17 million pounds during four weeks of December, as compared with a 10 million pound storage reduction the corresponding four weeks in 1937. On the other hand the cheese storage supply of 127,600,000 pounds on December 1 was only 20,000,000 pounds higher than the five-year average on that date, and 19,000,000 pounds higher than in 1937. This is not a heavy surplus considering the steady increase in cheese consumption.

Milk production in the United States on December 1 was about 5 percent higher than on the same date last year and only slightly less than the record December 1 production in 1933. On a population basis, however, production of milk was only about average. Production in our own milk shed for approximately 5,500 producers was 189 pounds per day per shipper for November compared with 180 pounds per day for November, 1937, a 5 percent increase. October production averaged 190 pounds.

Sales of fluid milk in 136 leading markets of the United States during October (latest available figures) were down 5.39 percent compared with October, 1937, according to the Milk Industry Foundation. At the same time milk company employment showed a 5.6 percent decrease from October, 1937, and payrolls were down 5.15 percent. These monthly reports issued by the Milk Industry Foundation indicate that sales of fluid milk have a very close relationship to both employment and payrolls of those companies included in the report. Unfortunately, no comprehensive

consumption data are available for the Philadelphia market.

Fluid milk prices in this market have remained stable during the past several months, but two up-state New York markets reported slight decreases in producer's Class I price. They were Albany, down 30 cents to \$2.35 per hundred pounds, and Utica, down 5 cents per hundredweight. Evansville, Indiana, reports a Class I price increase on November 1 of 5 cents per hundredweight. The Lexington, Kentucky, price was increased 28 cents to \$2.20 per hundredweight of 3.5 percent milk with the retail price unchanged; Dayton, Ohio, raised its producer price 37 cents per hundred pounds, accompanied by a 1-cent per quart increase in the retail price. The Seattle, Washington, price for October was raised 7 cents to \$1.79 per hundred pounds of 3.5 percent Class I milk.

Evaporated and condensed milk production during November showed a considerable decrease from the October level, but was still above average. November, 1938, production of evaporated milk was nearly 101 million pounds compared with 92 million pounds in November, 1937. Storage stocks of evaporated milk declined 60 million pounds from November 1 to December 1, but were still 66 million pounds or 30 percent above the December 1, 1937, supply, and 97 million pounds or 52 percent above the 1932-36 average for that date. Prices to producers selling milk to evaporators showed a decline with the average United States price for November quoted at \$1.21 per hundred pounds of 3.5 percent milk, a 50-cent decrease from the price received during November, 1937. The November price, however, was up 5 cents from October.

Importation of dairy products for the first ten months of 1938 shows a considerable decrease from the same period of 1937. The cheese imports for the first ten months of 1938 were 44 million pounds, a decrease of more than 5 million pounds from the same period of the previous year. Butter importations dropped from 10,364,000 pounds to about 1,444,000 pounds. Importations of cream decreased from 117,500 gallons for the first ten months of 1937 to 4,700 gallons for the same period of 1938. Importation of condensed milk was only one-third the amount imported in 1937, while dry skim milk dropped from 1,388,000 pounds for the first ten months of 1937 to 3,000 pounds for corresponding months of 1938.

Exports have been greater in 1938 than in 1937, the figures on butter being 1,531,000 pounds and 686,000 pounds, respectively. Cheese exports, though small, have increased substantially while evaporated milk exports have increased slightly and condensed milk exports fell off. All comparisons are based on ten-month periods.

Feed prices showed a slight upward turn during December when the prices of all types of feed increased over the November level. This increase ranged from 1 to 4 percent. Linseed Meal showed the smallest increase and wheat bran prices the greatest increase. All prices, however, were from one to sixteen percent lower than comparable prices in December, 1937. Gluten feed and wheat bran were two examples of this decline. For further information of feed prices see feed table on page 6.

Dry skim milk production in October, 1938, was nearly 8 million pounds greater than in October, 1937, but 2 million pounds less than in September, 1938. Total storage stocks of dry skim milk on November 1 were approximately 41 million pounds, about 10 million pounds more than on November 1, 1937, but nearly 12 million pounds less than the October 1, 1938, supply.

The newly-weds had just got off their train.

"John, dear," said the bride, "let's try to make the people think we've been married a long time."

"All right, honey," was the answer, "you carry the suitcases."

"What am I arrested for?" asked the corrupt voter.

"You are charged with having voted eight times."

"Charged, hey? That's queer."

Date	Philadelphia	New York	Chicago
1	31	30½	29¼
2	31	30½	29¼
3	31	30½	29¼
4	30	29½	28½
5	30	29½	28½
6	30	29½	28½
7	30	29½	28½
8	30	29½	28½
9	29½	29¼	28¼
10	29½	29¼	28¼
11	29½	29¼	28¼
12	29½	29¼	28¼
13	29½	29¼	28¼
14	29	28½	27¼
15	28½	27½	26¼
16	28½	27½	26¼
17	27	26½	25¼
18	26½	26¼	25¼
19	26½	26¼	25¼
20	27¼	26¼	25¼
21	27½	27	26½
22	28	27½	26½
23	28	27½	26½
24	28½	28	27
25	28½	28	27
26	28½	27¼	26¼
27	28½	27	26
28	27½	27	26
29	28, 90	28, 40	27, 39
Nov. '38	27, 77	27, 27	26, 51
Dec. '37	39, 41	38, 89	37, 34

NEW YORK 92-SCORE WHOLESALE BUTTER PRICES: 1932-38

Month	1932	1933	1934	1935	1936	1937	1938
January	23.61	19.85	19.84	34.18	34.57	34.17	33.71
February	22.46	18.66	25.35	36.20	36.87	34.27	31.13
March	22.61	18.17	25.35	31.68	32.16	35.82	30.33
April	20.09	20.66	23.66	34.48	30.97	32.87	27.74
May	18.84	22.54	24.49	27.31	27.48	32.27	26.36
June	16.99	22.84	24.89	24.27	29.69	30.94	25.87
July	18.18	24.53	24.49	23.88	33.57	31.65	26.12
August	20.31	21.31	27.38	24.99	35.55	32.77	26.25
September	20.76	23.60	25.78	26.15	34.98	34.98	26.25
October	20.72	24.04	26.93	28.99	32.88	36.04	26.29
November	23.30	23.60	29.38	32.26	33.59	38.07	27.27
December	24.15	20.14	30.95	34.00	34.24	38.89	28.40
Yearly Average	21.00	21.66	25.71	29.79	33.05	34.40	27.98

Farm Show Expected to Break Records

Only Old Man Winter can prevent the 1939 Pennsylvania Farm Show from exceeding and excelling its twenty-two predecessors in every department.

J. Hansell French, Secretary of Agriculture and chairman of the Farm Show Commission, predicts that the coming show—January 16 to 20—will shatter many records and will make even more secure the Show's position as the biggest of its kind in the United States.

Requests for space from commercial exhibitors were more numerous than ever and the number of these exhibitors will be the largest on record because of the additional space provided by the new \$1,200,000 Arena Building.

Entries in the competitive farm exhibits are expected to establish new records for quality and volume.

The night events will be on a larger scale because of the better facilities provided by the new Arena Building and larger crowds will be able to witness them from the 8,000 arena seats (12,040 when chairs are placed on the arena floor).

Entries in the competitive farm departments will compete for 8,161 cash awards totaling \$42,524, the largest number and greatest value ever offered.

How Does Feed Influence Butterfat Production?

While succulent feeds may increase the palatability of dairy cattle rations, they have no effect upon the percentage of water or fat in the milk, says Dr. Ralph P. Reece, assistant in dairy husbandry at the New Jersey Agricultural Experiment Station, Rutgers University, in discussing nutritional factors which affect the composition of milk.

"Studies at the Missouri Agricultural Experiment Station indicate that an abundant, well-balanced ration has a tendency to maintain the constancy of the composition of milk. Reduction of the ration below the normal level causes a

lowering of milk yield and an increase in fat percentage. After a short time, the fat percentage tends to return to normal.

"Rapid changes should not be made in dairy feeding. After an abrupt change in the ration, there is a general tendency for the fat to become abnormal. The usual change is a slight decrease in milk yield and a slight increase in fat percentage.

"It is advisable, indeed, to have cows in good physical condition at calving time. The reserve flesh aids in starting lactation at a high level and in maintaining persistent production. The test is always higher for a time after calving. If you are buying a cow shortly after she has calved and she is carrying reserve flesh, do not judge her butterfat producing ability over a lactation period by her fat test at that time."

Butter Program Continues

We are now entering the third month of the nation-wide program to reduce butter surpluses. Special sales efforts were exerted in retail stores during one week in November and one week in December. The third such week is scheduled for January 12-18.

As of December 1, there were still nearly 70,000,000 pounds more butter in storage than normal for that date. This represents about nine ounces for each man, woman and child in the country.

No one has a bigger interest in disposing of this surplus of butter than the farmer who depends upon milk or any of its products for his income. For that reason it is being urged from coast to coast that dairymen use butter more liberally than ever before, thus demonstrating their loyalty to their own industry and their real sincere interest in their own prosperity.

A boy appeared in court as a witness arrayed in clothes many sizes too large for him. On being asked the reason why, he pulled a summons from his pocket and read: "Appear in court in your father's suit."

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Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service.

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Open to:
Members of Inter-State
and Their families

Prizes:
One dollar for each contest picture
used on inside page
Five dollars if picture is used on
front page

Requirements of picture:

Clear, sharp outlines
Attractive background
Farm subject that will interest others
on its merits
Description of picture (brief)
Identification of sender



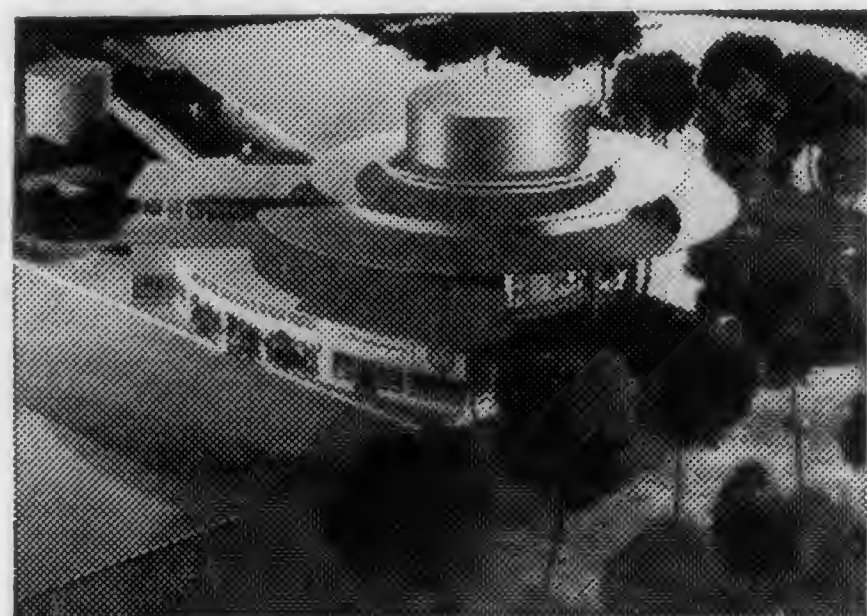
Lowell D. Hopper

"I got an idea from Farmer Jones' wife Mom, — when it's dinner time you ring the bell and I'll come!"

Purebred Cows at World's Fair To Get **BEACON FEEDS**

A HERD of 150 purebred dairy cows—representing the pick of two nations—will be fed Beacon Dairy Rations during their six months' stay at the New York World's Fair, beginning next April. Forty of the herd will come from Canada, the remaining 110 will come from the United States. Each cow will be hand-picked by the different breed associations as truly representative of either the Ayrshire, Guernsey, Brown-Swiss, Holstein or Jersey breed.

Shown as part of the dairy industry exhibit sponsored by The Borden Company, the cows



"The Dairy World of Tomorrow" building at the New York World's Fair, which will house Borden's dairy industry exhibit. Scientific production and handling of milk from cow to table will be demonstrated. The cows will be handled under the Walker-Gordon System and milked on the famous Rotolactor. (Photo made from Model.)

BEACON Dairy Rations

Popular Food Storage

Community cold-storage plants where thrifty families may preserve out-of-season meats and vegetables, now total about 1,300 in 33 States. The figures have been compiled by Kenneth F. Warner, meat specialist of the United States Department of Agriculture.

Families using the lockers were both small and large farmers, ten-

ants and landowners, professional men and day laborers. Some families lived as far as 50 miles from the lockers.

American bakers are now using more than 190 million pounds of milk solids every year in bread and bakery products. In the past ten years the consumption of milk by bakers has nearly doubled.

will be stabled, fed, cleaned and milked under model conditions. Visitors will be able to watch the process through glass walls.

WHY BEACON FEEDS WILL BE USED

Representing thousands of dollars in money—and shown as the leading specimens of their kind—the health, appearance and milk production of the cows are of the utmost importance. Every care will be taken to see that they get the necessary nutrients in exactly the proportions required.

Beacon is proud of being entrusted with the job of feeding these valuable cows because Beacon Dairy Rations are based on an accurate scientific knowledge of dairy-cow nutrition, and because Beacon has had long practical experience in the problems of feeding for maximum milk production.

You, too, can give your cows the same high quality feed, the same high food values that will protect the health of these purebred World's Fair cows. WRITE TODAY FOR OUR FREE BOOK on "Profitable Dairy Management." Get all the facts about time-tested Beacon Dairy Rations. Learn how economically you can get them for your cows.

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We make a complete line of feeds for cattle, poultry, game birds, horses, hogs, rabbits and dogs.



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Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XIX

Philadelphia, Pa., Febru

No. 10

Library, Agr. Economics,
Dept. of Agr. University,
Cornell University,
Ithaca, N. Y.



Picture by Mrs. Earl Nearhoof

Winter On a Pennsylvania Farm

Colored Jim: "Dat sure am a swell shirt you all is wearin'. How many yards of goods do it take to make a shirt like dat?"

Jackson: "Well, ah got three shirts like this'n outer one yard last night."

To have an eye for the future one must look further ahead than closing time or the next pay day.

Beatrice Horning of East Earl, Pa., sends us this picture of Ruth Horning, Elenor, Althea and Gloria Kunkle and their pet Holstein calf.



Directors Met January 24

THE BOARD OF DIRECTORS of the Inter-State Milk Producers' Cooperative held its regular meeting on Tuesday, January 24. The directors discussed the market situation in considerable detail and especially the trend of production during recent weeks as compared with usual production at this season of the year.

The marketing situation in several areas where difficulties have arisen of recent weeks was taken up in detail and the causes and possible means of handling the various situations were discussed. One of the directors reported an unusually large amount of milk being rejected by some of the dealers in his area. He reported on the efforts of the field representative to find and eliminate the causes of the trouble.

Proposed By-Law Addition

The directors proposed that the by-laws be amended by adding to Article VI, section 9, as follows:

Article VI, Section 9: The Board of Directors shall have power to allocate funds to locals, districts and secondary markets, and to pay producers such price or differential as the Board deems fair under the circumstances, if their milk is unsold or is sold by the Cooperative for less than such price.

The level production program was discussed at length and various suggested changes in Pennsylvania Milk Control Commission order B-4 were considered. Perhaps most important of these proposed changes is a provision which would require a milk dealer to adopt a plan provided a substantial proportion of his producers expressed themselves favorably toward the adoption of the plan.

It was also felt that the method of determining a producer's quota for each year should be simplified and

a plan whereby the quota would be based on a producer's average production for 10 months of the preceding year, omitting May and June, was favorably received.

Various hauling situations which have developed in different parts of the milk shed were discussed by the directors and progress of efforts toward adjusting misunderstandings and difficulties were reported. The directors adopted a policy for remuneration of members serving on local committees for the benefit of the Cooperative or groups of members within the organization.

DCSA Builds Up Equalization Fund

The Dairymen's Cooperative Sales Association, with approximately 13,000 members in the area supplying Pittsburgh and Cleveland, as well as several secondary markets in that section, has established an equalization fund through a vote of the membership.

This action authorized an increased commission to the association of one cent per 100 pounds of milk and became effective on January 1. The proceeds from this fund will be used to equalize prices among members, thus helping to stabilize the markets for the entire area.

Special meetings were held of all locals of the Dairymen's Cooperative Sales Association and ballots were cast by the members attending these meetings. Sixty-four percent of the vote was in favor of this action.

Every year college deans ask: "Why did you come to college?"

Last year one co-ed unexpectedly confided: "I came to be went with—but I ain't yet."

Dr. Beers Leaves

Dr. Howard W. Beers who has served as Extension Rural Sociologist and State Leader of 4-H Agricultural Club Agents at the New Jersey State College of Agriculture has resigned to accept a professorship in rural sociology at the University of Kentucky. It is expected that Dr. Beers will assume his new duties sometime during February.

Milk Commission Issues New Orders

Following the hearings held by the Pennsylvania Milk Control Commission at Harrisburg on December 29 and at Philadelphia on December 30, orders were issued effective January 17, reducing the Class II and Class III price in most areas of the state.

In order A-33 the price of Class II was reduced by 20 cents per 100 pounds in all areas except Philadelphia so the formula is now four times the average price of 92-score butter at New York, plus 20 percent of that amount, and plus 10 cents.

The price of Class III milk was also reduced in the same areas by 5 cents per 100 pounds, the formula for the price of 100 pounds of milk in that class now being the butterfat test times the average price of 92-score butter at New York plus 5 cents per 100 pounds.

Order A-34, issued at the same time and effective the same day, applies to the Philadelphia area only. It establishes the same price formulas for Class II and Class III milk which had been used previously. An additional class was also established for the Philadelphia area which is designed to help move excess or distress supplies of milk at a price substantially better than the butter price but slightly under the cream price. The price in this classification, known as Class VII, will be approximately the evaporated milk formula price.

The formula for the Class II price in the Philadelphia area is now four times the average price of 92-score butter, plus 20 percent of this amount, and plus 25 cents. The Class III formula is the butterfat test times the average price of 92-score New York butter plus 5 cents. The resulting figure in each case is the price of 100 pounds of milk.

Mike (opening his pay envelope): "Faith, that is the stingiest man what I iver wurked fur."

Pat: "Phwat's the matter wid ye; didn't ye git as much as ye ixpected?"

Mike: "Yes, but I was countin' on gittin' more than I ixpected."

Spring Is Just Around the Corner

—although the corner is a cold and snowy one today. But in ninety days more the dogwood will be out, we will be busy with corn planting and about to turn out to pasture. From that time on, until corn husking again, the days will be so filled with work that opportunity for anything else will be very limited.

There is no better time to be taking stock of plans for next season than now. Now is the time to cull out those cows we know are not with calf and which are not paying their way; to unload the "boarders"; to be very sure that of the normal herd a maximum of fall springers will be on hand.

Now is also an excellent time to give thought to getting one's entire production both evened up and in line with market demands. The normal supply of any market never wrecked

it. The trouble comes when production runs ahead of normal demands. Elsewhere in this Review there is mentioned the fact that the average producer in 1938 shipped 220 pounds per day as against 206 in 1937—and the gap between the months of high and low production continues to widen.

Under such circumstances there is nothing we can do which will contribute so much to the stabilization of our market and the preservation of our prices as keeping our production even and within reasonable limits.

O. H. Hoffman Jr.

New Jersey Prices Reduced

FOLLOWING the hearings of the New Jersey Milk Control Board on January 5, new orders were issued changing prices of Class I and Class II milk to producers and also changing prices to consumers on most items. The new orders became effective February 1.

Your Cooperative requested of the Board at this hearing, as it did of the Milk Control Commission in Pennsylvania, that rather than order any reduction in the price of milk the two control agencies attempt to work out a more uniform system of classification and pricing of milk other than that used in Class I.

This was requested because of the recent tendency of many buyers in New Jersey to buy cream from out-of-state sources at a substantially lower price than the Class II or cream price established in the New Jersey Control Board orders. As a result of this situation many New Jersey producers have been laid off in order to bring the total of all norms of the producers supplying a dealer more nearly in line with his fluid milk requirements.

Class I Down 38 Cents

The Board, in its order 39-1, reduced prices to be paid producers by milk buyers from \$2.76 to \$2.38 per 100 pounds of 3.5 percent milk. This is slightly more than four-fifths of a cent per quart. Through order 39-3 the price to consumers was reduced from 13 cents per quart on "B" milk to 12½ cents.

The price to stores was likewise reduced by one-half cent to 10½ cents and the price stores may charge consumers was reduced to 11½ cents. There was no change in the price to be charged for milk in pint or one-half pint bottles. The price of milk delivered in bulk was reduced 20 cents per forty-quart can. The reductions in the consumer's price would average slightly less than one-half cent per quart, leaving approximately one-third of a cent per quart wider spread between producer and consumer price.

The price of Class II milk, which is milk from which cream for fluid purposes is obtained, was reduced from \$1.80 to \$1.55 per 100 pounds. This price change was accompanied by reductions, through order 39-2, in the consumer price for cream of 2 cents per one-half pint on all grades, and a 2-cent per pint reduction for heavy and medium cream and 3 cents per pint of light cream. Reductions of 4 to 5 cents were made on cream of all grades in quart bottles.

These producer prices apply to South Jersey markets. The retail price of milk remains 1 cent higher per quart at seashore points, the same reduction having been made there as in the Camden and Trenton areas.

The producer price of "A" milk was reduced by the same amount as for "B" milk, while consumer prices for "A" milk were likewise reduced by one-half cent per quart.

Gyger Awarded Master Farmer Degree

The honorary degree of Master Farmer was awarded to ten outstanding Pennsylvania farmers during Farm Show week. This award made annually by the "Pennsylvania Farmer" is in recognition of the achievements of these farm leaders in agriculture and citizenship.

Among the Master Farmers selected this year is Furman Gyger, the director of the Inter-State Milk Producers' Cooperative from District 8. The Pennsylvania Farmer describes Mr. Gyger's accomplishments in the following words:

"Furman Gyger, owner of 145-acre 'Pickering Stock Farm' in Chester county, is a Holstein breeder and general farmer. He has drained and fertilized his land until it produces abundant crops, developed his herd until it averages 400 pounds butterfat per cow per year and adjusted his rotations to conform with the condition of his land and the requirements of his markets. His system of farming embodies liberal use of lime and plant food, his methods of feeding employs both commercial feeds and home-grown grains. While developing his farm he has found time to devote to farm organization and public service. Active in church and community affairs he has not only practiced good farming but proved an inspiration to others. Mr. and Mrs. Gyger have two children, both college graduates."

"Tricks of the trade" often come home to roost.

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Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

The Difference Between Two Producers

The major purpose of making comparisons is to start people to think. We feel that a comparison of two herds in the Burlington County, New Jersey, dairy herd improvement association, as reported by tester Chris Schoitz, should do this very thing.

Herd No. 1, of 24 cows, averaged 8200 pounds of milk and 388 pounds of butterfat, with a reported feed cost of \$66.88. Herd No. 2, with 32 cows, had an average milk produc-

tion of 4899 pounds and butterfat production of 233 pounds, with a reported feed cost per cow of \$52.96.

If the cows in Herd No. 2 had averaged as large a milk production as did the cows in Herd No. 1, this dairyman would have had to keep only 19 cows to get the same total milk production. The better cows would have saved the work needed to take care of 13 cows and would have saved a large part of the feed, taxes and trouble that those extra 13 cows made necessary.

We dare say that if this comparison were carried further and reported on the basis of profit per cow, the owner of Herd No. 2, if his cows had been as good as those in Herd No. 1, could have made as much total profit from an even smaller number of cows than would have been needed to make the same total amount of profit as his 32 poor cows did make.

The Cover Picture

The unusual snow scene shown on the front cover was taken from the kitchen doorway of her Warriors Mark Valley home by Mrs. Earl Nearhoof of Tyrone, Pa. She reports that the picture was taken before sunrise. The photography is excellent and the surroundings are most attractive.

Country Life Conference To Meet at Penn State

The American Country Life Conference is holding its twenty-second meeting at the Pennsylvania State College August 30 to September 2, 1939. This is the first time this national body has met in the state. The Fourth Annual Pennsylvania Country Life Conference will be included in this gathering.

Community leaders as well as county workers will be interested in this conference. It is planned for leaders of granges, P. T. A.'s, churches, youth groups, rural women's clubs, schools, cooperative organizations, and other rural groups.

The theme for this year is "A Look Ahead for Rural Life". Education, Religion, Economics, Health, Recreation, Home Life, and Community Development will be topics for discussion and demonstration by state and national figures. Plans now include ample opportunity for group participation in folk games, community singing, handicraft and the like. Mark the date now.

The more a man knows, the more he is inclined to be modest.

Experience keeps a dear shop, but fools will learn in no other.

Northeastern Dairy Conference

The 1939 annual meeting of the Northeastern Dairy Conference will be held March 14-15. The meeting will be held in New York City, the exact place to be announced later.

The Dairymen's League Cooperative Association will act as host to the meeting this year. The Northeastern Dairy Conference held its annual meeting in Philadelphia in 1936, in Baltimore in 1937 and in Hartford, Connecticut, in 1938.

The program is now being developed and it is expected that a complete announcement as to the meeting may be carried in the March issue of the REVIEW.

Herbert J. Baker

New Jersey agriculture suffered a severe loss with the sudden passing, on January 6, of Herbert J. Baker, director of the Agricultural Extension Service in Agriculture and Home Economics for New Jersey.

Director Baker was 53 years old at the time of his death and had served for sixteen years as extension director in New Jersey and more than twenty-five years in extension work. He was born near Selbyville, Delaware, and was a graduate of Massachusetts State College.

Previous to his service to New Jersey agriculture he served on the staff at Massachusetts State College and as extension director in Connecticut. In 1919 he was granted a leave of absence in order to set up the farm school at Allerey as part of the A. E. F. university.

Bevan Succeeds Baker

Dean J. G. Lipman of the School of Agriculture at Rutgers University has named Professor L. A. Bevan "to serve temporarily as acting director of the Extension Service in Agriculture and Home Economics of the State College of Agriculture."

Professor Bevan's temporary appointment was made to fill the vacancy caused by the sudden death of Professor Herbert J. Baker.

Professor Bevan has been extension economist in marketing at the New Jersey College of Agriculture for nearly four years. He had previously served in the Massachusetts State Department of Agriculture and in several other agricultural capacities in Massachusetts and Connecticut.

He: "Why didn't you answer my letter?"

She: "I didn't get it, and besides I didn't like some of the things you said in it."

John Light Appointed Secretary of Agriculture

John L. Light has been named by Governor Arthur H. James as the Secretary of Agriculture of Pennsylvania. His appointment was confirmed by the State Senate promptly after the new administration took office. Mr. Light is well known to Pennsylvania agriculture, having been secretary of the Pennsylvania State Grange for several years. He also served as chairman of the Pennsylvania Farm Show Commission.

Some of the activities which are now under Mr. Light's jurisdiction include the supervision of Bang's and T.B. eradication programs in cooperation with the Bureau of Animal Industry; the Bureau of Markets which supervises the labeling and grading of farm products and also supervises and works closely with cooperative organizations; and the Bureau of Foods and Chemistry which enforces laws regarding inspection of foods, livestock feeds, fertilizers and seeds.

For Members and Friends

A new leaflet, "Facts About Inter-State Milk Producers' Cooperative", has recently been published by the Cooperative and made its first appearance at the Pennsylvania Farm Show. This leaflet tells in brief, concise and simple terms of the work of the Cooperative and how the members are served by it.

It was written especially for members of the Cooperative but is also adapted for presentation to other producers who are interested in the Cooperative's work or who may be considered as good prospects for membership in the Cooperative.

We shall be glad to supply members of the Cooperative with a copy of the leaflet upon request and additional copies for members to present to their friends whom they feel should know better the story of the Cooperative.

Dairymen Win Another Filled Milk Victory

The Carolene Products Company, which lost a case before the Pennsylvania Supreme Court a year ago and therefore is prevented from selling "filled milk" in Pennsylvania, lost another case recently. The latest decision was handed down by a Kansas court and, in one respect, is even more significant than the Pennsylvania case.

In the Kansas case the issue was filled milk to which vitamin A was added by means of the addition of fish oils to the combination of

skimmilk and coconut oil. The dairy interests were represented in this trial by attorneys for the National Cooperative Milk Producers Federation and dairy cooperatives of Missouri and Kansas.

A similar case will soon come before the Federal courts as the result of an indictment against the same company for shipping filled milk in interstate commerce. Previous Federal court decisions upheld the United States law on this matter but in the present instance the product contains vitamins A and D, the manufacturers contending this difference will remove their product from regulation under the law.

Guest Editorial

Going It Alone

Membership in our milk Association is not compulsory. No producer has to join unless he so elects. Guarantee of payment for milk is not the main purpose of the Association. However, the insurance plan adopted by members to guarantee payment for milk takes on real meaning when the need for it comes with rude awakening.

Occasionally, a producer listens to a siren song about all milk at one price and no dues nor pool fee. He should remember there is more than one kind of a flat price when he bargains ALONE. That there are ways to deduct without naming the "deducts" when he bargains ALONE. That he can stand his own insurance for guarantee of pay but it comes high, when it comes, if he is ALONE. —Michigan Milk Messenger.

Owners of Great Cows Honored

One of the features of the Pennsylvania Dairymen's Association's dinner at the Pennsylvania Farm Show was the awarding of gold certificates to the owners of cows that have achieved lifetime production records of 5000 or more pounds of butterfat. Seventeen such awards were made to 14 different dairymen of the state.

The production of these cows ranged as high as 6209.8 pounds of butterfat, this production being achieved by a registered Holstein cow owned by Roy S. Bowen, Wellsboro. The milk production of this cow was 204,143 pounds.

Of the cows listed 12 are still producing and have a chance to increase their records substantially.

"When do the leaves begin to turn?"

"The night before exams start."

District 9 Banquet Attracts 270 Persons

An unusually successful dinner and meeting was held by the members of the Inter-State Milk Producers' Cooperative in District No. 9 on the evening of January 5. The success of this meeting could well be taken as a goal for members in all parts of the Cooperative's territory. Attendance at the meeting totaled 270, well over half of this number being members, the remainder their friends and guests.

That the Cooperative has won the respect and esteem of Delaware leaders is evident from the roster of speakers and guests which included Governor Richard C. McMullen; Lieutenant Governor Edward W. Cooch; Dr. Louis Levinson, Mayor of Middletown; and Fred M. Wright, president, Harris B. McDowell, Jr., vice-president, and V. J. Carmine, secretary of the Delaware State Board of Agriculture. In every instance these officials stressed the need for cooperation and that in cooperative effort our farmers found the best chance for progress and success.

Also included in the program were O. H. Hoffman, Jr., general manager of the Cooperative, and two highly interesting numbers were given by the Philadelphia Inter-State Dairy Council. Dudley Winter, Inter-State field representative, added to the entertainment through his slight-of-hand performances.

6-Cent Milk in Detroit

A price war is under way in Detroit with one dealer selling milk through "depots" at as low as 6 cents a quart. This dealer is selling milk containing 3 percent butterfat for 6 cents and 4 percent milk for 8 cents a quart.

This dealer is reported as handling no surplus milk, and as paying producers a few cents more per hundred pounds than the average of fluid and manufactured milk prices as paid by other dealers. This practice enables this dealer to get cheap milk, considering the going price being paid farmers for milk for fluid sale.

Irwin Heads Inspection

An announcement was made on January 25 that Ralph Irwin has been named as temporary chief of the Bureau of Milk Sanitation in the Department of Health, succeeding Wilbur K. Moffett who has occupied this position since 1934. This appointment was made by Dr. John J. Shaw, secretary of health in the cabinet of Governor Arthur H. James.

Prices Paid for 4.0% Milk f. o. b. Philadelphia

Weighted Averages, Dec., 1938

Abbotts Dairies.....	\$2.51
Baldwin Dairies.....	2.33
Breuninger.....	2.83
Wm. Engel Dairy.....	2.88
Gross Dairy.....	2.76
Hamilton Dairies.....	2.68
Hutt & Kempf.....	2.50
Missimer.....	2.66
Mosebach Dairies.....	2.62
Scott-Powell.....	2.58
Supplee-Wills-Jones.....	2.48
Sypherd Dairies.....	2.75

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, December and January, \$2.96; Class I Grade A, December and January Grade B price plus butterfat and bacteria bonuses, or \$3.36. Class II, December & January, \$2.00. Class III, Dec., \$1.34; Jan., \$1.25

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If such bonuses are earned by a producer the amount of the extra bonus or premium should be added to the price quoted. These bonuses for "A" producers are either 40 cents or 25 cents, depending on bacteria count, and an extra 2 cents per point (0.1%) butterfat above 3.7 percent (in New Jersey above 3.5 percent) and are paid on as much total milk as is sold by the distributor as "A" milk. Both the bacteria and butterfat bonuses must be earned to be eligible for either. These bonuses will average about 25 cents to 40 cents on all milk on which they are paid. Several manufacturers also pay bonuses to producers supplying them, any producer being eligible. These bonuses are most frequently paid to producers for special cooling, for meeting certain sanitary regulations, and for quantity production. Individual producers may earn up to 25 to 30 cents bonus per 100 pounds of milk.

The Class II prices quoted on page 7 for January, which are preceded by an asterisk () apply to the last half of the month only. Class II price for the same markets for January 1-15 inclusive is \$1.56 per 100 pounds.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡December only.

Class III Prices—4.0% Milk

MARKET	DEC.	JAN.
Phila. (Penna. rec. sta.)	\$1.19	\$1.10
Md. & Del. Stations	1.19	1.12
Other Penna. Markets	1.24	*1.10
Wilmington	1.19	1.12

*Class III price Jan. 1-15, \$1.15

Average price 92-score butter at New York: December, 28.40¢ per pound
January 1-15, 26.34¢ per pound
" 16-31, 26.25¢ " "
" 1-31, 26.29¢ " "

The December average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined

Classification Percentages December, 1938

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	69.25		19.83	10.92	76.45% of Class I
Baldwin Dairies.....	60		15	25	
Blue Hen Farms.....	68.6		13.1	18.3	
Breuninger.....	90		8	2	85% of Prod.
Clover Dairy Co.....	70.48		12.20	17.32	59% of Prod.
Eachus Dairy.....	82	10	8		
Engel Dairies.....	93		7		
Fraims Dairies.....	76.23		13.33	10.44	
Gross, Charles.....	83.97		16.03		
Hamilton.....	78.34		20.83	.83	
Harbison Dairies.....	81		11	8	75% of Class I
Hernig.....	71		29		
Hoffman.....	41	9	50		
Keith's Dairy.....	85	7	8		
Martin Century Farms.....	*84.41		*15.59		77.65% of Prod.
Meyers Dairies.....	70		30		80% of Prod.
Missimer Dairies.....	76.67		23.33		
Mosebach Bros.....	63.41		8.24	x28.35	
Mount Union 1-15.....	92	8			
16-31.....	84	9	7		
Mowrer.....	70	10	20		
Nelson.....	69		10	21	
Penn Cress.....	47.30	2.92	49.78		
Scott-Powell.....	72		25	3	86% of Prod.
Stegmeier, Clayton.....	63	6	31		
Supplee-Wills-Jones.....	68		17.44	14.56	89.7% of Class I
Sypherd's Dairy.....	83		17		
Turner & Wescott.....	69		31		
Waple Dairies.....	77.6	7.8	14.6		
Wawa Dairies.....	72		20	8	

NEW JERSEY

	Norm	Cream	Excess
Abbotts "A" (1-15).....	86.75	13.25	Balance
(16-31).....	86.75	1.75	Balance
"B" (1-15).....	71	29	Balance
(16-31).....	71	2.5	Balance
Castanea Dairy "A".....	94% Norm	Balance	99% of Excess
"B".....	82% Norm	Balance	99% of Excess
Scott-Powell.....	95.8	4.2	Balance
Suburban Dairies "A".....	79.5	20.5	Balance
"B".....	88.7	11.3	Balance
Supplee-Wills-Jones.....	100		Balance

*Martin Century paid December, Class I, 67.49% at \$2.79; and 16.92% at \$2.98; Class II, 12.46% at \$1.57, and 3.13% at \$1.61. (Prices for 4% Grade "B" milk, f.o.b. Lansdale.)
xThis includes 7.42% Class V—same price as Class III.

Feed Price Summary for January, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	Jan. 1939 (\$ per T.)	Dec. 1938 (\$ per T.)	Jan. 1939 (\$ per T.)	% Change Jan., 1939 compared with Dec., 1938	Jan., 1938 (\$ per T.)
Wheat Bran.....	27.70	26.16	30.96	+5.89	-10.53
Cottonseed Meal 41%.....	36.63	35.25	36.34	+3.91	-20.32
Gluten Feed 23%.....	28.08	28.50	35.24	-1.47	-2.21
Linseed Meal 34%.....	49.50	48.29	50.62	+2.51	-7.05
Corn Meal.....	29.13	28.76	31.34	+1.29	-9.87
Mixed Dairy Rations: 16%.....	30.12	29.69	33.42	+1.45	-7.85
24%.....	35.78	35.34	38.83	+1.25	-8.09
32%.....	38.73	37.97	42.14	+2.00	-19.90
Brewer's Grain.....	28.34	27.49	35.38	+3.09	

from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%.

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

"Queer looking socks, Pat, one red and the other green."

"Yes, and I have another pair home just like 'em."

The willing horse gets the heaviest load and the most oats.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

December Averages and December and January Schedules. (Explanatory Notes on page 6, Col. 1)

Dealer	Delivery Point	Average Price in December	Class I Price Dec. and Jan.	Class II Price December	January
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.61	\$1.51
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$2.08	2.38	1.53	1.43
" " ".....	Curryville, Pa.....	2.15	2.47	1.54	1.44
" " ".....	Easton, Md.....	2.20	2.56	1.49	1.42
" " ".....	Goshen, Pa.....	2.26	2.63	1.56	1.46
" " ".....	Kelton, Pa.....	2.28	2.65	1.57	1.47
" " ".....	Kempton, Pa.....	2.25	2.62	1.56	1.46
" " ".....	Oxford, Pa.....	2.28	2.65	1.57	1.47
" " ".....	Port Allegany, Pa.....	2.08	2.38	1.53	1.43
" " ".....	Providence, Md.....	2.22	2.59	1.49	1.42
" " ".....	Spring Creek, Pa.....	2.05	2.34	1.52	1.42
Blue Hen Farms.....	Wilmington, Del.....	2.34	2.77	1.69	1.62
Breuninger Dairies.....	Richlandtown, Pa.....	2.51	2.62	1.56	1.46
Centerville Prod. Coop.....	Centerville, Md.....	1.76			
Clover Dairy Company.....	Wilmington, Del.....	2.36	2.77	1.69	1.62
Delchester Farms.....	Edgemont, Pa.....	2.43	2.98	1.61	1.51
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.61	1.51
Eachus Dairy.....	West Chester, Pa.....	2.69	†2.85	1.66	*1.36
Fraims Dairies.....	Wilmington, Del.....	2.46	2.77	1.69	1.62
Harbison Dairies.....	Brandtsville, Pa.....	2.39	2.62	1.56	1.46
" " ".....	Byers, Pa.....	2.39	2.62	1.56	1.46
" " ".....	Carlisle, Pa.....	2.39	2.62	1.56	1.46
" " ".....	Hurlock, Md.....	2.33	2.56	1.49	1.42
" " ".....	Kimberton, Pa.....	2.39	2.62	1.56	1.46
" " ".....	Massey, Md.....	2.35	2.58	1.49	1.42
" " ".....	Millville, Pa.....	2.29	2.50	1.55	1.45
" " ".....	Rushland, Pa.....	2.39	2.62	1.56	1.46
" " ".....	Sudlersville, Md.....	2.35	2.58	1.49	1.42
Harshbarger, J. E.....	Altoona, Pa.....	2.59	†2.96	1.66	*1.36
Hernig, Peter.....	Boiling Springs, Pa.....	2.28	2.58	1.56	1.46
Hershey Creamery.....	Greencastle, Pa.....	1.60			
Hershey Chocolate.....	Shippensburg, Pa.....	1.50			
Highland Dairy Co.....	Chester, Pa.....	2.60	2.98	1.61	1.51
" " ".....	Doe Run, Pa.....		†2.85	1.66	*1.36
Hoffman's Dairy.....	Altoona, Pa.....	2.20	†2.96	1.66	*1.36
" " ".....	Huntingdon, Pa.....	2.11	†2.85	1.66	*1.36
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.61	1.51
Keith's Dairy.....	Altoona, Pa.....	2.80	†2.96	1.66	*1.36
Martin Century Farms.....	Lansdale, Pa.....	2.63	2.98	1.61	1.51
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.61	1.51
Nelson Dairy.....	Jeffersonville, Pa.....	2.47	2.98	1.61	1.51
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.24	†2.96	1.66	*1.36
Scott-Powell Dairies.....	Clayton, Del.....	2.28	2.60	1.49	1.42
" " ".....	New Holland, Pa.....	2.34	2.66	1.57	1.47
" " ".....	Pottstown, Pa.....	2.38	2.71	1.57	1.47
" " ".....	Snow Hill, Md.....	2.17	2.44	1.49	1.42
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.24	(\$2.26 for all milk in Dec.)		
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.51	†2.96	1.66	*1.36
Supplee-Wills-Jones.....	Bedford, Pa.....	2.12	2.47	1.54	1.44
" " ".....	Centerville, Pa.....	2.03	2.34	1.52	1.42
" " ".....	Chambersburg, Pa.....	2.18	2.55	1.55	1.45
" " ".....	Duncannon, Pa.....	2.23	2.62	1.56	1.46
" " ".....	Hagerstown, Md.....	2.13	2.49	1.49	1.42
" " ".....	Harrington, Del.....	2.19	2.58	1.49	1.42
" " ".....	Huntingdon, Pa.....	2.17	2.53	1.55	1.45
" " ".....	Leaman Place, Pa.....	2.26	2.67	1.57	1.47
" " ".....	Lewistown, Pa.....	2.18	2.55	1.55	1.45
" " ".....	Mercersburg, Pa.....	2.18	2.55	1.55	1.45
" " ".....	Mt. Pleasant, Del.....	2.19	2.58	1.49	1.42
" " ".....	Nassau, Del.....	2.17	2.55	1.49	1.42
" " ".....	Princess Anne, Md.....	2.11	†2.47	1.49	1.42
" " ".....	Red Hill, Pa.....	2.26	2.67	1.57	1.47
" " ".....	Townsend, Del.....	2.19	2.58	1.49	1.42
" " ".....	Waynesboro, Pa.....	2.18	2.55	1.55	1.45
" " ".....	Worton, Md.....	2.19	2.58	1.49	1.42
" " ".....	Zieglerville, Pa.....	2.26	2.67	1.57	1.47
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.10			
Turner & Wescott.....	Glen Roy, Pa.....	2.31	2.65	1.57	1.47
Waple Dairies.....	Tyrone, Pa.....	2.56	†2.85	1.66	*1.36
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.35	2.98	1.61	1.51
Ziegler Dairy Co.....	Reading, Pa.....		†2.85	1.66	*1.36

Bonuses Not Included — See Page 6, Column 1

Secondary Markets

WILMINGTON

Milk production in the Wilmington area has shown a seasonal increase since January 1 and is now about 10 percent greater than a year ago. Cooperative members supplying one dealer were notified that all farms are being inspected at this season and they were urged to meet all inspection requirements as the best means of holding their market. It is suggested that all producers supplying Wilmington heed this advice.

The market manager has given help to many members who have had rejected milk troubles. Investigation showed that among the reasons for rejections were feed odors caused by strong flavored feeds or by feeding silage or similar feeds shortly before milking. The feeding of hay containing garlic was one trouble, mastitis or other udder troubles was frequently found as reasons for rejection as was the pasturing of wheat or rye and also the attempt to cool milk by setting the cans in cold air instead of cold water.

The Wilmington Board of Health is insisting that all herds supplying milk to Wilmington be tuberculin tested yearly. This has caused considerable confusion among those producers who are living in accredited areas where tests are made every three years.

Plans are already under way for handling the spring surplus of milk. One dairy has added equipment for the manufacture of ice cream mix and for condensing whole or skim-milk.

TRENTON

Market conditions in the Trenton area came through the holiday season very satisfactorily. There is now plenty of milk in the market but it is moving in an orderly manner.

The Trenton Inter-State Milk Market Committee participated in the New Jersey Milk Control Board hearing on January 5, calling attention to the fact that if any change in Class I price were to be considered production conditions and costs would warrant an increase. These costs include labor, extra expense to meet sanitary requirements, and heavier costs of cow replacements. Any reduction in Class I price was opposed by the committee unless the consumer price were reduced correspondingly in order to increase cream consumption.

Several producers appeared before the committee at its meeting on January 25, requesting adjustment of norms to bring them in line with their individual production conditions.

LANCASTER

The Executive Committee of the Lancaster Inter-State Milk Market held its monthly meeting on January 23, with the full committee present. Reports of progress and activities in the market were heard by the committee and problems involved in the marketing of members' milk were discussed thoroughly.

Market Manager C. E. Cowan reported on the Milk Control Commission order A-32 which brought the Lancaster prices to producers and consumers in line with surrounding areas. It appears that this order is being adhered to satisfactorily by dealers in the market.

He also reported on order A-33, which authorizes a reduction of 20 cents per hundred pounds in Class II milk and 5 cents per 100 pounds of Class III milk in all areas of the state except Philadelphia.

The executive committee discussed at length the New York situation, especially regarding price and relationship to members in the Lancaster area. The manager was instructed to keep in close touch with developments in that market so as best to protect the interests of members.

Insurance Rates

Part of the 95 million dollars in rural fire losses sustained last year probably could have been avoided if the farm mutual fire insurance companies which now write insurance on the basis of "one rate to all risks" had used classified rates and thereby encouraged farm property owners to make improvements which would lessen fire hazards. This is the conclusion arrived at by V. N. Valgren, specialist in insurance for the Farm Credit Administration.

COOPERATE!

Remember the banana. Every time it leaves the bunch it gets skinned.

The Irish night watchman at the observatory was new. He paused to watch a man peering through a large telescope. Just then a star fell. "Man alive," he exclaimed with amazement, "you're shure a foine shot."

Research Laboratory Will Be Built Near Philadelphia

One of the four research laboratories being established by the United States Department of Agriculture will be located in Springfield Township, Montgomery County, Pennsylvania, according to a recent announcement by Secretary of Agriculture Henry A. Wallace. This institution will be known as the Eastern Regional Research Laboratory.

It will be located on the thirty-two acre tract formerly known as the Winoga Stock Farms and will be used for study of tobacco, potatoes, milk products, apples and vegetables, especially in the search for new and wider industrial outlets for those products. The director of the Eastern Laboratory will be P. A. Wells.

Other laboratories are being located near Peoria, Illinois; New Orleans, Louisiana; and Albany, California.

Butter—Indispensable for Flavor, Value, Economy

Every good cook knows that the liberal use of butter adds a flavor to foods which can be obtained in no other way. Butter improves the flavor of any dish in which fat is used. It has been said that butter has the unique power to transform a mediocre meal into a culinary triumph.

And superior flavor does more than merely delight the palate, says the National Dairy Council. Investigators have found that the entire digestive system is affected by hunger and appetite. Thus foods which appeal to the appetite create the most favorable conditions for digestion.

Butterfat is highly digestible and rapidly absorbed by the body. It is unique among food fats because of its high natural content of vitamin A, the important vitamin which helps protect the body against certain diseases and is necessary to the growth of children.

Because butterfat contains a generous amount of vitamin A and because it is eaten three times a day, it is the most important source of vitamin A in the average American diet, reports the National Dairy Council.

At a luncheon of newspaper men the following toast was offered: "The ladies! Second only to the press in the dissemination of news!"

Mr.: "I've made up my mind to stay home."

Mrs.: "But, I've made up my face to go out."

Dairy Council Starts New Project With Franklin Institute

THE PHILADELPHIA INQUIRER for January 15th carried the following news item:—

"A series of luncheon meetings at The Franklin Institute will be held by a number of women's organizations in and around Philadelphia during the coming year.

"Members and their friends will meet for luncheon at 1:00 P. M., followed by a brief program which will include a talk by a member of the Institute staff and the Philadelphia Inter-State Dairy Council. Guests will see the statue of Benjamin Franklin, by James Earle Fraser, and will then tour the Museum and attend the Planetarium demonstration.

"Clubs which will hold meetings in January at the Institute are as follows: Women's Club of Somerton, Wednesday, Jan. 11; New Century Club of West Chester, Thursday, Jan. 12; Woman's Club of Clementon and Vicinity, Jan. 19; Sherwood Century Club, Jan. 19; Daughters of Founders and Patriots of America, Pennsylvania Chapter, Friday, Jan. 20; Old York Road Branch Civic Club, Wednesday, Jan. 25; Collingswood Woman's Club, Friday, Jan. 27."

This new project offers interesting opportunity for cooperation between The Franklin Institute and the Dairy Council. Each group upon arrival at the Institute is served a simple lunch, in the Dairy Dell, which is operated by the Dairy Council—the lunch, consisting of soup, sandwich, cocoa and ice cream costs each member of the group only 25¢.

Educational Program

Following the lunch, a member of the Dairy Council staff makes a brief interesting talk on "Science and Food", explaining to the audience that our present knowledge about foods which we term "nutrition" is a new science which is of the utmost importance for every homemaker, and one she can and should take back into her home. The small leaflet, "Select Your Foods in the Order of Their Importance" which is distributed to the visiting groups carries further information on food selection.

In the photograph above you see Miss Mary Malley of the Council staff discussing with some of the West Chester Women's Club the chart "Start Your Score With Milk" which shows graphically how much milk contributes as the foundation for other foods in the diet.



One of the Women's Clubs listening to a Dairy Council talk in the Franklin Institute.

Following a brief description of the Franklin Institute by a member of its staff each visiting club tours the Institute to view the progress through the centuries in many fields of science.

The Institute looks forward to scheduling many women's groups in the course of the winter and spring, as a result of the initial success of this project which combines an instructive half-day with a pleasant outing for the membership of the organization.

Did You Know—

That Kenzie S. Bagshaw, Vice President of the Philadelphia Inter-State Dairy Council, was recently elected Master of the Pennsylvania State Grange?

New additions to the Advisory Board of the Dairy Council are the following: Hon. Wm. H. Allen, Secretary of Agriculture, State of New Jersey; Dr. J. Lynn Mahaffey, New Jersey State Department of Health; and Dr. Joseph Stokes, Children's Hospital, Philadelphia.

A committee from the dairy industry in the Vancouver, British Columbia market were sufficiently interested to arrange a trip to Seattle for the purpose of seeing motion pictures produced by the Philadelphia Dairy Council.

"Happy" Goldsmith's Broadway success, "What a Life", has been playing in Philadelphia for five consecutive weeks, while the original cast is still playing in a New York theatre. By the way, "Happy's" "The Aldrich Family" is a regular part of the Kate Smith hour broadcast weekly on Thursday nights at 8 o'clock from Station WJZ on a nation-wide hook-up.

New York Wants Rogers-Allen Law

The foremost dairy and agricultural leaders of New York State said, in effect, "hands off the Rogers-Allen Law" at a conference in Albany, December 29, reports the Dairymen's League News. The Rogers-Allen Law provides for joint action on the part of New York cooperative organizations.

The conference was attended by representatives of the Conference Board of farm organizations, Grange and Farm Bureau leaders and spokesmen for the Dairymen's League Cooperative Association of New York.

Highlights of the dairy program were recommendations for a \$2,000,000 appropriation to fight Bang's disease, and recommendations to continue the bovine tuberculosis and mastitis fights. A proposal that oleomargarine be taxed five cents a pound and that stores selling it be required to have a license was made.

Penna. Dairymen Elect

At their annual meeting held during the Pennsylvania Farm Show members of the Pennsylvania Dairymen's Association elected R. D. Marshall of Byers president for the coming year. Victor Hesston of Bethlehem was named vice-president and Charles E. Cowan, Inter-State field representative from Lancaster, was elected secretary-treasurer. Among others, Kenzie S. Bagshaw of Hollidaysburg was elected to the association's Board of Directors.

Twirp: "Just think, fella, every time I breathe somebody dies!"
Twill: "Ya got something there, guy. Why doncha try cloves?"

Boston Handlers Sign Amended Milk Agreement

On January 13, Secretary of Agriculture Henry A. Wallace approved an amended milk marketing agreement for the Boston market. Milk handlers representing approximately 85 percent of the volume in the Boston market have signed the new agreement. Among those signing the agreement are handlers of about 70 percent of the milk distributed by those who are in non-compliance with the present order.

A referendum will be conducted among producers in the area in the near future to determine whether they favor the amended order. At the request of the New England Milk Producers Association and other cooperatives, the Class I price will be increased from \$3.19 to \$3.46 per hundredweight until May 1, 1939 with a reduction to \$3.06 per hundredweight at that time. The temporary price increase is necessary to cover increased costs caused by the disastrous hurricane of last September.

The formula for Class II prices will be changed so that the allowance for skim milk will rest upon dry skim milk values as well as casein values. Other amendments are of an administrative nature. The signing of the amended agreement will not release any of the \$2,500,000 now held in escrow by the courts but it will prevent any future large accumulation of such money.

Superphosphate Adds To the Value of Manure

Much of the fertilizer value of manure is lost unless it is hauled directly from the stable to the field and immediately plowed under, claims J. B. R. Dickey, crop specialist at Pennsylvania State College.

Soluble plant foods leach out of manure held in piles. If horse manure heats, nearly all of the valuable ammonia is driven off. The best storage place for manures is a covered pit where the materials can be tramped solid and kept moist. Where this is impossible, the next best method for reducing leaching is to place the manure in as large piles as possible. Recent experiments show that nitrogen escapes during both warm and cold weather from manure that is spread but not plowed under.

Addition of superphosphate to manure in the stable reduces nitrogenous losses. The phosphate combines with the volatile ammonia to form a compound that does not evaporate but is soluble in water and available to plants.

Use rather liberal amounts of the

superphosphate, Professor Dickey suggests. Sixty pounds per ton of manure is not too much.

Not only does superphosphate reduce the loss of certain plant foods, but by adding an element in which manure is naturally low, it also makes a more balanced fertilizer. All crops, and particularly pastures and legumes, require more phosphoric acid than manure supplies. Manure supplemented with superphosphate will give more lasting returns on pasture. Adding to it the manure in the barn simplifies its application.

Land fertilized with phosphated manure ordinarily will produce earlier and larger corn yields. However, it is still desirable to apply fertilizer at planting time to give the corn a good start.

Besides improving the value of the manure, superphosphate gives a stable floor a clean, white appearance. Because it absorbs moisture and stable odors, it has a sanitary value. Granular superphosphate does not become slippery when wet and is as effective in all respects as the fine.

Centerville

In discussing the year's work of the Cooperative at the annual delegate meeting held November 17-18, B. H. Welty, president of the Cooperative, covered the major activities carried on by the organization during the year. In describing the developments which involved a group of members in the vicinity of Centerville, Maryland, he stated: "When a dealer closed a receiving station from which he had long been getting a part of his regular supply of milk, your Cooperative found it necessary to take care of the milk of about 100 members shipping to that station." This statement was considered a concise practical summary of that particular activity of the Cooperative.

The former owners have requested us to amplify this, which we are happy to do. They interpret their action as "not a closing" of the station but a sale of it to other owners to whom the milk might have continued to go. They also point out that a market was available at another station owned by them. The first of these alternatives would have necessitated the securing of permits to ship to the Washington, D. C., market, with requirements of such stringency and expense as to have appeared practically impossible for the rank and file of our producers to meet. The other would have required changes in hauling and cooling, in connection with delivery at a plant unable to receive the milk before nine o'clock

in the morning, which appeared to us so expensive as to seem impracticable. Under the circumstances the arrangements which are now in effect were worked out by the Cooperative.

V. S. Culver In Charge World's Fair Dairy Herd

The herdsman who will have charge of the 150-cow dairy herd at the New York World's Fair during the summer of 1939 is Vere S. Culver. Mr. Culver is a native of Nebraska and a graduate of the University of Nebraska. He moved to Minnesota in 1913 and while there established an enviable record in dairy circles. Of recent years he has been associated with New England dairying.

Mr. Culver has developed many high producing dairy cows and is well known as a judge and showman of dairy cattle.

A corps of thirty-five assistants will be selected for Mr. Culver, the selections being made from students at agricultural colleges throughout the country, upon recommendations from the officials of these colleges.

The dairy herd at the World's Fair will consist of thirty cows of each of the five major dairy breeds, the expenses of which will be borne by the Borden Company who are sponsoring this exhibit known as "The Dairy World of Tomorrow".

Phone Rates Are Higher

Government agricultural economists make the point that farmers pay higher than pre-war prices for most of the things they buy for use in the home and in production, whereas the prices farmers receive for most of their products are below pre-war figures. Studies are now being made by the Bureau of Agricultural Economics, on prices farmers pay for various items such as farm machinery, building materials, electricity, medical care, clothing, food, and telephone service.

Latest report in the series deals with telephone service. The Bureau says that "monthly telephone service rates to farmers are about 30 percent higher than pre-war service charges"; that "telephone rates usually do not vary greatly from year to year, but they were about 30 percent higher in the years 1924-29 than in the pre-war period and apparently have held fairly close to that level in the last decade."

Per capita consumption of butter in New Zealand is more than double that in the United States. Consumption of milk, however, is lower.

A Page For Inter-State Women

What Can the Cooperative Movement Offer The American Farmer's Wife

The author of this article is Dr. Kenneth E. Hood, well-known Pennsylvania State College extension economist.

THE AFTERNOON was hot and I was hunting a shade tree. I ventured to share a favorite spot with a jolly Canadian whom I had met that morning at the sessions of the American Institute of Cooperation at Pullman, Washington. He pushed his straw hat back off his face and the conversation started.

"What were all those women doing at the meeting this afternoon?" he questioned. "Just what has the cooperative movement to offer to your American farmer's wife?" The sun was going down behind the college buildings and the ground was already getting cool before we ended the discussion and rose to go down town for a late supper. Since that afternoon last July, this subject has taken on new significance.

One of our mid-western colleges made a survey a few years ago to determine the factors for success in farming. The college investigators asked a large number of successful farmers to list for them the ten most important reasons for their success in agriculture. The great majority listed as most important the selection of the right kind of a farm.

Success Factors On Farms

Do you know what these men listed as second in importance? The selection of the right kind of a wife. These men knew that they were successful farmers not only because of what they individually were able to accomplish but because of the continuous wholehearted cooperation of the wives and the other members of their families.

Likewise, if we were to ask the cooperative leaders in this country to list for us the important reasons for the success of these cooperatives, a substantial majority of them would give a large measure of credit to the wives and other family members.

Women Contribute To Success

Where the women are most interested in the operation of the farm, we find the most successful farmers; where the women are most active in developing the rural community, we find the best community organization; and where we find the

highest degree of women participation in the activities of the cooperative, we find our most successful cooperative organizations. I have found this to be true in my travels in the study of agricultural cooperation and rural economic conditions both here and abroad.

What To Expect

What can the American farmer's wife expect from the cooperative movement? She can expect a more profitable and optimistic agriculture. She can expect a more adequate net family income. She can expect more money to spend on the home, more money for travel and books, more money for education and recreation. She can expect a larger share of her ambitious and talented boys and girls to remain on the farm. In short, she can expect an American agriculture with an economic future that gives hope. She can expect all this if she does her part and if our cooperatives continue their fine, healthy, conservative economic growth that has characterized the movement in recent years.

Co-ops Are Growing

We are growing. Last year there were more than three million American farmers doing business with their cooperative organizations. This is approximately one-half of all the farmers in the country. The volume of business transacted exceeded two billion dollars, or roughly one-fourth of all business done by our American farmers last year. Twenty years ago there were only about 800,000 farmers buying or selling cooperatively.

It will be encouraging to members of Inter-State to know that there are about 2,300 dairy cooperatives in operation. In 1934, these associations had an estimated membership of 750,000 and a volume of business which amounted to \$440,-

000,000. Dairy cooperatives constitute 23 percent of the total cooperative membership and handle 29 percent of the country's farm cooperative business.

Changes In Agriculture

American agriculture is entering a phase in its economic life which makes a greater degree of cooperative participation imperative than was true in the days when the cooperative movement was in its infancy. Some of these changes are:

1. Increased commercialization of agriculture. In the "old days" we produced for home consumption; today we produce to sell. We tend to produce the commodities that are most economical to produce in our community. Other areas concentrate on other agricultural products. This increases the distance to market and multiplies the marketing problems.

2. Increased concentration of population in large metropolitan centers. Consumers are farther from sources of supplies and are living in smaller homes. Many city consumers today demand a continuous supply of a uniform quality product, packed in small units. This new demand on the part of a quality conscious and brand conscious consumer has made it increasingly difficult for the individual farmer with his small volume to supply the need.

3. The consumers are becoming more numerous and the farmers are becoming a continuously smaller proportion of the total population. As consumer groups become more articulate, the necessity of stronger farm cooperatives becomes apparent.

Concentration of Buying

4. There is a tendency for the buying of farm products to be concentrated in the hands of fewer and fewer corporations. It is reported that four large tobacco companies handle 90 percent of the cigarette tobacco and 80 percent of all tobacco, five companies dominate the dairy industry, three buy 40 percent of the cotton, 12 buy half the wool, and four handle two-fifths of the livestock. Strong cooperatives should assist farmers in meeting this situation. (Please turn to page 13)

New Jersey Dairymen Discuss Milk Control

THE FUTURE of milk control, both as to state laws and Federal regulations, was discussed thoroughly at the annual Dairy Day in connection with New Jersey Farm Week on January 26.

B. B. Derrick, secretary-manager of the Maryland and Virginia Milk Producers' Association of Washington, discussed "Relation of Cooperatives to Producers", his talk being well received by the dairymen and other farm leaders present. He pointed out especially the need for adequate reserves as a means of putting a Cooperative marketing organization on a strictly business basis, and emphasized the need for such reserves with the very appropriate statement that "I have never seen a cooperative marketing association go broke as long as it had money in the treasury".

Mixed Opinions

In a discussion of New Jersey's attitude toward Federal marketing agreements rather diverse views were presented. One speaker felt that New Jersey had been somewhat neglected and that the basis on which Federal control would be brought in to supplement state control would not be satisfactory to New Jersey as a whole.

Another speaker, who is also a milk distributor, felt that the possibilities of Federal control should be explored more fully. He supported this statement with a view of the present situation whereby New Jersey distributors who buy all their product in New Jersey are at a serious disadvantage competitively with distributors who go outside the state and buy milk which is not under the control of any governmental agency at prices substantially less than New Jersey prices. The present control arrangement, he pointed out, protects the resale price of distributors while it does permit some distributors to go outside the state and pay lower prices to producers. He concluded his discussion with the statement that if all distributors were paying the same price for their milk there would be no room for chiseling.

Another speaker said that all producers would receive the benefit of stabilized markets under Federal control but felt that there may have to be considerable give and take among producers before joint Federal-State control could be worked out.

In discussing "The Present System of Milk Control from the

Producers' Standpoint", W. H. Lauderdale, former member of the New Jersey Milk Control Board, called attention to the increase in production in New Jersey, especially emphasizing the increase in milk handled by producer-distributors. He brought out that practically all the increase by this group was in Class 1 sales, this meaning that other producers were forced to stand a corresponding increase in the excess supply.

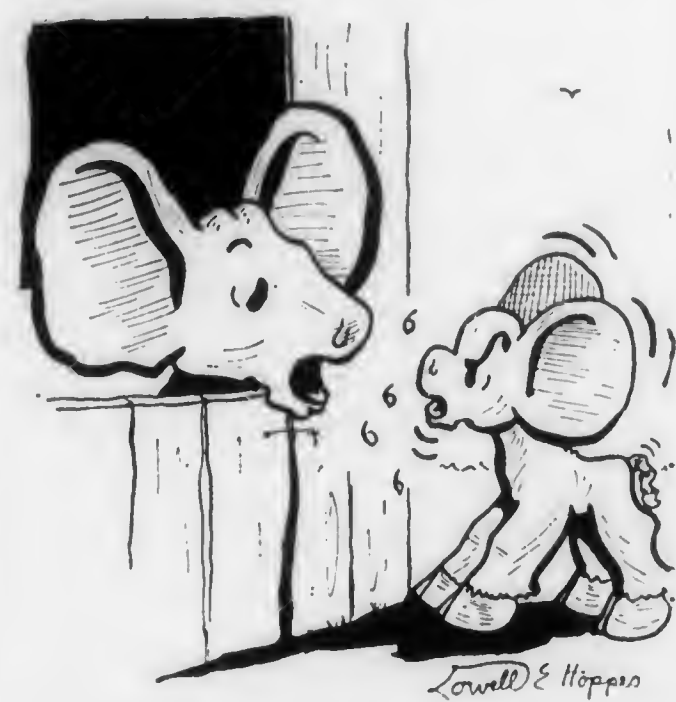
Should Reward Efficiency

Henry W. Jeffers of Plainsboro, in discussing "The Future of Milk Control" stated that the price must be sound economically, the consumer must be assured a sufficient supply of wholesome milk at a fair price, and a plan must be worked out whereby the savings of efficient dealers may be passed on to consumers.

"Licensing and Bonding of Milk Dealers" was discussed by C. J. Grant of the New Jersey Department of Agriculture, who stated that the present amount of bonds of New Jersey dealers is approximately \$1,150,000, representing about the value of six weeks' purchases.

Laton Henderson of the New Jersey State College of Agriculture discussed briefly the value of testing fresh samples and described preliminary steps toward the enactment of a law to make payment on such tests legal.

At the banquet on the evening following this program, about 40 4-H dairy club members were awarded certificates for the production of their dairy animals, combined with the completeness and accuracy of the records kept on their dairy enterprises.



Golly, Mom! It's now I'm hungry, not after while.

Why Cows Leave Home

The average life of a dairy cow is frequently estimated to be between seven and eight years. While it is true that some individual animals remain profitable producers for a much longer time, others die at much earlier age, which greatly reduces the average. Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University, estimates that under average conditions there is usually a complete turnover in a milking herd every five years or less.

"According to a report of the Federal Bureau of Dairy Industry," Dr. Taylor says, "members are culling one cow in 12 each year because of low production and about one out of eight for other causes."

"These facts were obtained from a summary of data collected by state dairy extension specialists in 18 states during the last three years in association herds numbering 114,135 cows. On a percentage basis, 8.4 percent of cows were eliminated from the herd because of low production; 2.9 percent because of udder trouble; 2.9 percent, Bang's disease; 6.5 percent, sold for dairy purposes; and 6.3 percent for other miscellaneous reasons."

Members of Cooperative Win at Farm Show

Members of the Inter-State Milk Producers' Cooperative won 22 of 60 possible awards in the quality milk contest held at the 1939 Pennsylvania Farm Products Show. Nelson Neiman of Oxford won first place in one class as did John A. McSparran and Son of Greene. The annual award of the Inter-State to the winner of the highest scoring milk at this show, went to Mr. Neiman with a score of 94.5.

Many of the ribbon awards in the dairy cattle judging ring were also taken home by Cooperative members. This was especially true in the Holstein division in which Elvin Hess and Earl L. Groff both of Strasburg, W. H. Sheaffer of Huntsdale, Wm. H. Landis of East Greenville, Willis M. Hunsberger of Plumsteadville and Amos Satterthwaite of Yardley, all Inter-State members, won almost all of the Holstein prizes with all the championships going to Landis and Hunsberger. Among the winners of other breeds we find the names of C. E. Koontz, Bedford, who took several prizes in the Jersey division; Lillian H. Landis of East Greenville who was a consistent winner in the Ayrshire class, and Kenzie S. Bagshaw, Hollidaysburg, who won five of the six championships in the Brown Swiss classes.

Rice, Lime and Glue Make Good Whitewash

Nothing improves the appearance of farm buildings as much so cheaply as a good coat of whitewash.

An excellent whitewash, says Professor J. W. White of Pennsylvania State College, can be made by slaking one-half bushel of unslaked lime with boiling water, keeping it covered during the process. Strain and add a peck of salt dissolved in warm water. Add three pounds of ground rice that has been placed in boiling water and boiled to a thin paste. Follow this with one-half pound of powdered Spanish whiting and a pound of clear glue dissolved in hot water. Mix these well and let stand for several days. Apply as hot as possible.

"It is quite probable that by using the best grade of hydrated lime, it can be substituted successfully for the slaked lime, thus saving considerable time and effort," Professor White says.

Another good exterior whitewash may be made by first slaking eight pounds of quick-lime in two gallons of hot water, or mixing 10 pounds

of commercial hydrated lime to a creamy consistency with water. Dissolve one pound of carbonate of soda in a quart of boiling water. Soak a pound of common glue and one pound of rice flour for at least eight hours in cold water and then thoroughly dissolve the glue mixture in three-fourths more water in a double boiler. Mix the first mixture with the second and add the third.

Flour paste prevents whitewash from rubbing off. It may be made of wheat, rice, or even rye. A preservative like zinc sulphate is usually added when paste is used. Molasses is said to make a whitewash penetrate better, using about one pint to five gallons. Water glass in the proportion of one part to 10 parts of whitewash makes a fireproof cement.

Common bar soap at the rate of one pound dissolved in each five gallons of whitewash gives a gloss for inside work. Whiting gives a gloss to the finish.

"It is possible to make considerable variation in the whitewash formula used and still obtain good results," according to Professor White.

This winter snow scene won a place in the Review picture contest for Mrs. Henry R. Bushong of Quarryville, Pa.



Farm Women In Co-ops

(Continued from page 11)

5. Increased complexity of marketing makes it advisable for an increasingly large proportion of our farmers to spend all their time in economical production and preparation for market, and to delegate the actual marketing of their products to marketing experts hired by their cooperative organizations.

6. Farmers are finding, also, that they can effect substantial savings in the purchase of their farm supplies by pooling their orders through cooperative purchasing organizations.

There are those who are pessimistic concerning the economic future of American agriculture. These people, I firmly believe, are unacquainted with the present development and future possibilities of the farmers' cooperative movement in the United States. They are unaware of the part that women have

had in the development of the farm, the family, the community, and the cooperative. They do not know what the American farm women have to offer to the cooperative movement and what the cooperative movement has to offer to the American farmer's wife of the future.

Pat: "That was a fine sentiment Casey got off at the banquet last night."

Mike: "What was it?"

Pat: "He said that the sweetest memories in life are the recollections of things forgotten."

Calcium is the most permanent thing in animal life. Large animal bones and teeth have remained intact for millions of years, and the only evidence we have of man's first million years is the calcium-bearing bones and teeth which he has left.

It is better to have inherited sense than dollars.

Decision Expected Soon In N. Y. Violators' Case

The taking of evidence at the trial against several violators of the New York milk marketing order has been completed and the case was closed late in January. The trial was brought by the United States government against several dairy firms and organizations because of violation of the agreement on several counts. The defendants presented voluminous evidence purporting to show that the law under which the order was issued was unconstitutional, disregarding the fact that it assured all producers supplying the market the same price under similar circumstances. It also provided that all milk distributors would pay the same prices for milk used for the same purposes.

Latest reports indicate that the United States District Court is expected to hand down an early decision but that, whatever the decision may be, the losing side will probably take an appeal, carrying it on to the United States Supreme Court if necessary.

Throughout the trial attorneys for milk dealers who were not involved in the case were present to watch its progress and hear the arguments of both sides.

Dairy Research Working On Two Major Fronts

Scientists throughout the country, and especially in the Bureau of Dairying, United States Department of Agriculture, are seeking two major methods by which it is hoped dairying can be made more profitable. First of these involves methods of reducing the cost of milk production. This is very important as any gain in this respect which may be obtained by any individual milk producer results in a greater profit to him as an individual without causing other milk producers to increase production to such an extent as to depress prices.

The second method is through research to discover new uses for dairy products in industry, as well as to stimulate a greater per capita consumption of milk and dairy products. This method is also fundamental in that it provides a means of taking care of surplus milk and as such uses may develop to a greater extent it will have a direct influence on stimulating demand, thus helping all milk producers.

Physics Prof.: "Is heat always generated when two bodies in motion come together?"

Student: "No, sir. I hit a guy yesterday and he knocked me cold."

Dairy Markets Unsettled

MILK PRODUCTION in the Philadelphia market has continued in excess of last year and, with slightly reduced sales, this excess milk continues to be somewhat of a vexing market problem. During December, 1938, receipts of milk from 5,367 producers averaged 195 pounds per day per shipper compared with 186 pounds per day for 5,608 shippers in December, 1937, an increase of 4.8 percent. The amount of milk delivered per day per shipper for the entire year of 1938, however, was 14 pounds per day above the 1937 average, or 220 pounds compared with 206 pounds. On a percentage basis deliveries were up 6.8 percent. Highest production was reached in May each of the two years, and, likewise November was the month of lowest production. Daily average receipts per shipper averaged 267 pounds in May and 187 pounds in November. In 1938, the May delivery per shipper was 42.8 percent higher than in November, while in 1937 the same comparison reveals that May production was 32.2 percent higher than November production.

Receipts of milk and cream since January 1, 1939, are considerably lower than receipts for the same period of 1938 according to the "Weekly Milk and Cream Report" of the United States Department of Agriculture. Receipts of milk from January 1 to 28 this year were 553,419 cans (40-quart) compared with 566,255 cans for the comparable period of 1938. Cream receipts of 14,697 cans (40-quart) of 40 percent cream were off 756 cans compared with the same period in 1938. These figures are not an indication of production trends but they do reveal the amounts of milk and cream that were actually brought into Philadelphia.

Cream prices continue weak and are now lower than the prices which prevailed at the first of the year. This is true not only in Philadelphia but throughout the country. Open market prices for Pennsylvania, Newark and Lower Merion Township approved cream were quoted on January 28 at \$12.00 per 40-quart can of 40 percent cream. In terms of 4 percent milk, this would mean a price of \$1.45 per hundredweight. Cream having Pennsylvania approval only was quoted at \$11.00 per can or \$1.33 per hundredweight in terms of milk equivalent. The Pennsylvania Milk Control Commission price for Class II milk is \$1.51 for 4 percent milk purchased during January.

Butter prices (92-score at New York) during January ranged from 26.50 cents per pound early in the month down to 25.25 cents per pound, the average price for the month being 26.29 cents per pound.

Cold storage holdings of butter in the ten leading markets of the United States amounted to 98,475,000 pounds on January 30, compared with 15,936,000 pounds for the same day one year ago. Cheese holdings in the same markets were about equal for both years, being around 13,750,000 pounds.

Butter production of 121,790,000 pounds in December, 1938, was 5 percent higher than November production, and 9 percent above the December, 1937, production of 111,548,000 pounds. Of the total December, 1938, butter output, Minnesota leads all states with 21,444,000 pounds and the three states—Minnesota, Iowa and Wisconsin—made 49 million pounds of the total. Cheese production for December, 1938, was 27,899,000 pounds, of which 14,700,000 pounds were made in Wisconsin. This total cheese output for the month was 8 percent lower than in November, but 2 percent more than the amount made in December, 1937.

The Import - Export report shows 1,551,000 pounds of butter imported into the United States for the first eleven months of 1938, compared with 10,602,000 pounds for the corresponding 1937 period. Cheese imports, although less than for the same period the previous year, still remain high. From January to November, 1938, inclusive, 50,349,000 pounds of various types of cheeses came into the United States compared with 55,917,000 pounds the previous comparable period. Imports of milk, cream, condensed, evaporated, dry milk and dry buttermilk in 1938 were considerably lower than during 1937. Exports of dry milk show considerable gain in the January-November period of 1938 over the previous year, and the gains in exports of evaporated milk during 1938 were erased by the loss in exports of condensed milk.

Evaporated milk stocks on December 1 were 284 million pounds compared with the 5-year (1933-37) average of 203 million pounds. Production of evaporated milk in the United States continued high during December and exceeded the November, 1938, production by 15 percent, the 5-year December average by 21 percent.

Producer prices paid by evaporators during December averaged \$1.26 per hundredweight for 3.5 percent milk. This was 5 cents higher than the November price, but 45 cents lower than the December, 1937, price.

Wholesale prices of evaporated milk in December, 1938, averaged \$2.69 per case of 48 cans, 14½ oz., as compared with \$3.07 per case in December, 1937. In other words, the producers' price dropped 26 percent in that 12-month period, while the wholesale price was only 12 percent lower.

Dry skimmilk prices continue lower than a year ago and stocks still continue heavy. The average wholesale price of dry skimmilk for November, 1938, according to the monthly Dry Milk Report (United States Department of Agriculture publication) was 4.57 cents per pound compared with 6.60 cents in November, 1937. Total stocks on hand on December 1 were 34,999,000 pounds compared with 27,181,000 pounds one year earlier.

Milk sales in December decreased .85 of one percent from the December, 1937, figures, according to a report covering leading distributors in 136 markets. This is an improvement from the November comparison which showed a 1.56 percent decline. These recent decreases are substantially less than the 4 to 8 percent monthly declines during the second and third quarters of 1938. Advice from several distributors in the Philadelphia market indicate that during the latter part of January, the sales of fluid milk showed a somewhat earlier improvement than was the case in January, 1938. With the New York World's Fair in the offing, it is possible that more tourists will visit the Philadelphia section than usual and thereby effect some improvement in the Philadelphia milk consumption picture.

Feed prices in January, 1939, show a decided increase over prices the previous month with all feeds but gluten feed up from 1.25 percent to 6 percent, gluten feed showing a slight decline. Nearly all of the January, 1939, prices however are still somewhat below the high prices which prevailed during January, 1938. This is particularly true in the case of wheat bran and gluten feed. For further information see feed price table on page 6.

Straws float on the surface; for pearls you must dive below.

Receipts of Milk, Cream and Butter

State of Origin	At Philadelphia During 1938		
	Fluid Milk (40-qt. cans)	Cream (40 percent) (40-qt. cans)	Butter (pounds)
Pennsylvania	5,382,714	97,050	227,194
Maryland	801,060	46,367	192,704
New Jersey	687,492	2,037	1,572,138
Delaware	554,069	939	8,159
Indiana		21,442	721,247
New York		17,704	494,110
Wisconsin		45,655	2,999,454
Illinois			9,429,686
Iowa			9,042,108
Minnesota			40,416,550
Missouri			2,177,124
Nebraska			3,793,015
Totals—1938	7,425,555	231,194	*74,044,670
1937	7,331,052	232,820	69,213,213
1936	7,165,157	204,962	75,558,040
1935	7,065,998	230,706	83,508,038
1934	6,998,768	262,612	88,946,548

*Butter was received during 1938 from 18 additional states not listed in this tabulation, but included in the total, the amount received from each of those states being less than 500,000 pounds. In some instances the butter was not produced in the state indicated but was moved to Philadelphia from storage warehouses in that state.

Herdsmen's Short Course

A short course for dairy herdsmen will be held at the Pennsylvania State College March 6-11. The course will cover feeding, showing, care and management of dairy cattle, with special attention to dairy diseases and dairy cattle breeding. There is no fee. Application should be made to the Dean of the School of Agriculture, State College, before March 1.

Meeting Calendar

February 9—Bay View & Providence Locals—meeting and chicken dinner—Zion Community House—6:30 P. M.

March 1—West Windsor Local—home of Walter L. Stelle, near Dutch Neck.

Co-ops Are Big Business

Farmers have put cooperatives into the realm of big business, if a gross volume of \$2,400,000,000 can be thought of as such in these days of astronomical figures. Cooperatives in a single year do a marketing and servicing business aggregating almost two billion dollars and a business of purchasing supplies for farmer members grossing a little more than 400 million.

T. G. Stitts, in charge of cooperative research and service of the Farm Credit Administration, says that the business of cooperative associations ranges all the way from a few hundred dollars to more than a million dollars a year per association and that 34 associations do more than 10 million dollars annually. One of the biggest associations has in excess of 50,000 members.

"The primary purpose of a cooperative," continued Mr. Stitts,

"is to make farming operations more profitable; to return to the producer as much as possible for the product he sells; to provide him with the kind and quality of farm supplies that he desires at the lowest possible cost; or to provide farm business services on a non-profit basis.

"From the commodity standpoint dairy cooperatives lead the list," continued Mr. Stitts, "with net sales aggregating a half a billion dollars; grain ranks second, and livestock third with sales of about 300 million dollars each."

Lady of the House (interviewing a new maid): "And now, Nora, are you efficient?"

Nora: "Indade I am that mum. In me last place ivery mornin' I got up at four, made me fires, put me kettle on to bile, prepared the breakfast, an' made up all the beds before anyone was up in the house."

JANUARY, 1939, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
3	27	26½	25¼
4	27	26½	25¼
5	27	26½	25¼
6	27	26½	25¼
7	26¾	26¼	25½
9	26¾	26¼	25½
10	26¾	26¼	25½
11	26¾	26¼	25½
12	26¾	26¼	25½
13	26¾	26¼	25½
14	26¾	26¼	25½
16	26¾	26¼	25½
17	26¾	26¼	25½
18	26¾	26¼	25½
19	26¾	26¼	25½
20	26¾	26¼	25½
21	26¾	26¼	25½
23	26¾	26¼	25½
24	26¾	26¼	25½
25	26¾	26¼	25½
26	26¾	26¼	25½
27	26¾	26¼	25½
28	26¾	26¼	25½
30	26¾	26¼	25½
31	26¾	26¼	25½
Average	26.67	26.29	25.52
Dec. '38	28.90	28.40	27.39
Jan. '39	34.21	33.71	32.57

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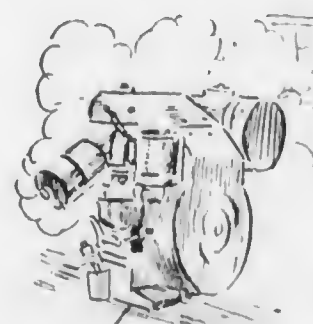
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gen and 50 lbs. each of phosphoric acid and potash are recommended.

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Overfeeding Harmful To Very Young Calves

More calves are hurt by overfeeding the first two weeks than by underfeeding. That is the opinion of Professor R. H. Olmstead of the Dairy Department, Pennsylvania State College.

"As soon as the calf learns to drink care must be taken not to overfeed," he warns. "A quart of milk at each feeding three times a day is approximately the proper amount for a calf during the first week. This may be increased to as much as 2 1/2 quarts twice daily with further increases towards the end of the second week depending on the size and thriftiness of the calf."

With Jerseys and Guernseys it may be advisable to feed only the first milk drawn as this is not quite so high in butterfat. Feeding one

pound of milk daily for each eight to ten pounds liveweight of the calf is considered a good rule.

According to Olmstead, there is no best method of feeding calves. While milk is essential during the first few weeks, a switch may be made gradually to one of several other types of feeding. A trend toward the dry mix method of raising calves has been noted in recent years. It allows for a minimum amount of milk and at the same time keeps the calves growing in a thrifty manner.

Many dry mixes have been compounded both by commercial concerns and agricultural experiment stations. Some companies have sold their mixes in the form of cubes or pellets.

Personality is to the man what perfume is to the flower.

Still the American Way

One vote to each member—that's the way most co-ops among farmers control their business. In fact, 9,219 out of 10,752 are "one man, one vote organizations", according to the Farm Credit Administration's survey. That leaves only 12 percent with voting privileges based upon stock or other types of membership equity. A very few use patronage alone or a combination of patronage and membership as a basis of voting.

Medico: "Ask the accident victim what his name is, so we can notify his family."

Nurse (a few minutes later): "He says his family knows his name."

The man who does things that count is usually the fellow who doesn't stop to count them.

INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XIX

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Library, Dept. of Agr. Economics, Cornell University, Ithaca, N. Y.



America's Number 1 Business Man

Courts Play "Hide and Seek" With Milk Marketing Agreements

COURT DECISIONS on four different milk marketing agreements were handed down during the week of February 20-24. One decision affected the marketing agreement operating in the Buffalo area of New York state under the Rogers-Allen act, this being adverse to the interests of milk producers. The decision by the Federal District Court in Massachusetts upheld the Federal marketing order operating in the Boston market and a similar decision was handed down in favor of producer interests in the Cincinnati, Ohio, area. Another United States District Court took an opposite view when it decided in favor of dealers who violated certain features of the Federal-State marketing agreement in the New York Metropolitan market.

Two For—Two Against

It will be noted that two of the three Federal Court decisions were favorable to producer interests; the third, and the one affecting the largest market in the country was adverse, while the one state court decision was adverse to producers' interests.

The future of orderly marketing in New York State is decidedly uncertain at this time. The Federal-State marketing order became effective in New York City on September 1 and the number of violations was relatively small until the last few weeks, when payment for January milk became due. A flood of violations then sprang up, through refusal of many milk dealers to pay into the equalization fund which permitted paying all producers the same uniform price, and also through refusal to pay for the costs of administration of the marketing order. It is reported that the majority of these violations were among dealers and certain cooperatives that apparently are dealer controlled. Most of the dealers in violation were those who dispose of most of their milk through stores.

Violations Increased

The violations are believed to have been in anticipation of the court decision, hoping it would be adverse to producers and in some instances at least with the promise that if the court upheld the marketing order payments would be made.

As the extent of violations of the order became apparent the bargaining agency called a meeting of directors and delegates and spent

an entire weekend studying the situation. In many instances the cooperatives diverted milk supplies from violating dealers, thus compelling them to comply with the order or go without milk.

New York Court Says "No"

This situation was not entirely cleared up when the decision concerning the Buffalo market was handed down on February 22. The judge in that case stated that the methods of figuring minimum prices to producers and the equalization of payments to producers were invalid. Only the Rogers-Allen law of New York was involved in this decision and it had no legal effect on the New York City situation. But a definite reaction on the part of many New York City dealers was noted, numerous rumors being circulated that all marketing agreements were wiped out.

Boston Court Says "Yes"

The following day the United States District Court handed down a decision covering the Boston milk marketing agreement which had been in dispute for more than a year. The court upheld the legality of the equalization feature whereby all producers are paid the same price. In this connection the judge, in his opinion, stated: "The effect of this law is not to take profits from one producer and pay them to another. The real effect is that it takes from the handler the difference between the amount he paid the producer and the amount he should have paid the producer as ultimately determined by his sales."

This court opinion also upheld the producer referendum whereby a vote was taken upon the order before it was put into effect and recognized the right of the Federal Marketing Order to cover transactions entirely within the state because of the interrelation of intra-state and interstate milk business.

It is reported that this case will be taken to the United States Circuit Court of Appeals and to the United States Supreme Court. The \$3,000,000 due the equalization fund, now held in escrow by the court, will continue to be held by the court until decisions are handed down by higher courts.

On the following day, February 24, the Federal District Court at Utica, N. Y., handed down its decision which, it appears, is directly contrary to the decision of the court

at Boston. In this 50-page decision the judge said, "The final conclusion is that the statute as applied in the order is unconstitutional as to all the defendants in its application to the situation and conditions here existing; that the order was not approved in accordance with the provisions of the statute and should not be enforced."

60,000 Producers Affected

This order directly affects the interests of approximately 60,000 milk producers located in New York, Pennsylvania, New Jersey, Vermont, Massachusetts, and Connecticut. Approximately 700 milk dealers are also affected by the decision. A considerable group of members of our Cooperative from Lancaster county will be directly affected by the decision affecting the New York City market, as a portion of their milk is sold in that area.

The effect of these decisions, especially the one in New York, on the stability of the milk markets and on producer prices in the Northeast can not be measured at this early date. Whether or not disorders and violations will break out is uncertain. Holton V. Noyes, New York Commissioner of Agriculture, made this comment, "It is my own guess, if both orders were destroyed, we will have strikes and disorders the like of which we have never had before."

Lowell-Lawrence Agreement Raises Producer Prices

A marketing order and agreement has been issued to regulate the handling of milk in the Lowell-Lawrence, Massachusetts, milk marketing area, effective February 12.

Before making the order effective a vote was taken among producers supplying this market which showed well over the required 75 percent as approving the provisions of the agreement and order. The price established in the order is \$3.46 per hundredweight of 3.7 percent milk until May 1 and \$3.06 thereafter, for Class I milk.

It is stated that the higher price is needed because of the damage caused by the hurricane which swept that region last September.

Every great and commanding movement in the annals of the world is the triumph of enthusiasm.

Watch Production!

ON this page last month, you will recall, the statement was made that—"The normal supply of any market never wrecked it. The trouble comes when production runs ahead of normal demands." In the office we have been making an analysis of January, 1939, and comparing it with an analysis of January, 1938. Taking the receipts and sales of nine large distributors, all buying from us, for January of the two years we find the following:

JANUARY 1938 and 1939 MILK PRODUCTION and SALES FOR 9 REPRESENTATIVE PHILADELPHIA MILK DISTRIBUTORS

	Jan. 1939 (Pounds)	Jan. 1938 (Pounds)	Changes 1938 to 1939 (Pounds) (Percent)
Purchases	51,453,209	49,988,073	1,465,136 2.93
Fluid Sales	35,539,604	37,587,340	-2,047,736 -5.45
Supply in Excess of Fluid Sales	15,913,605	12,400,733	3,512,872 28.33
Fluid Sales Percentage of Total Purchases	69.07 %	75.19 %	
Number of Producers	7,911	8,270	359 decrease or 4.3 %

Examining these figures we find that the total receipts of these nine distributors are a little less than 1,500,000 pounds more than a year ago, slightly less than a 3 percent increase, which of itself is not too bad. Examining the second column, however, we find that fluid sales of these same nine dealers fell off more than 2,000,000 pounds, a decrease of nearly 5½ percent.

Our real worry comes in the next column, which has to do with the surplus milk, that is, the receipts in excess of fluid sales. Here we find that compared with a year ago there is an increase of 3,500,000 pounds of excess milk (this is the increase in production plus the decrease in sales, of course). And, this 3,500,000 pounds of milk, when compared with our excess of 12,400,000 pounds last year means a 28.33 percent increase in the amount of surplus milk. In other words, for every 100 pounds of milk over Class I sales produced last January there was 128 pounds produced this January.

This is a matter to give every one of us most serious concern. You recall all too well the difficulties which this market experienced last season. According to these figures, we are faced with 128 difficulties this year to every 100 difficulties a year ago.

You all know what happened to the price in Pittsburgh and the action taken in New Jersey. Incidentally that action has been partly forestalled, as far as South Jersey is concerned, but at the same time this happened the gain here was more than offset by the fact that both the State and Federal orders in New York were declared unconstitutional, with results that are bound to be anything other than good.

In the face of these facts we have no alternative than to urge you, from a business point of view, to do everything within your power to keep your production within reasonable limits.

INTER-STATE MILK PRODUCERS REVIEW

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Individual Efficiency Means Greater Profit

On another page will be found a summary of an address by Professor H. B. Ellenberger of the University of Vermont. In that address he pleads for a more efficient dairy industry—his remarks pertaining to both producers and distributors.

The production end of the industry is made up of a large number of individual units—no one producer exerts any great influence on the industry. It is therefore more important than ever for each individual

producer to adopt as efficient methods as possible in milk production.

There is a justifiable selfishness in such an attitude because every gain he makes through greater efficiency is his own personal gain, not shared by anyone beyond his family and those with whom he trades. His efficiency makes his profit and any profit acquired in this manner does not stimulate production among other producers. Such producers are able to, and do, get the same price which the less efficient find necessary in order to exist.

In fact, the efficient producer has his house (and his barn, too) in order and is in a better position to meet emergencies as they may arise.

Our Canadian Visitor

Your Cooperative's officers were favored recently with a visit from W. G. Marritt of Hamilton, Ontario, Canada. Mr. Marritt is making a study of cooperative set-ups in the eastern states, having spent some time in Washington and New York in addition to his visit in Philadelphia.

He was highly pleased with the setup of the Inter-State and complimented us on the method of electing directors as well as on many other features of our organization and method of operation.

Mr. Marritt is making these observations for the benefit of a group of producers supplying the Hamilton, Ontario, market, with a view toward revising the setup in that area.

Molasses Silage

We are giving you in this issue a summary of the superior vitamin value of milk from cows fed on molasses or A.I.V. silage as compared with ordinary winter roughage. This report covers a talk by Dr. K. G. Weckel of the Dairy Department, University of Wisconsin, before Philadelphia groups interested in human nutrition including the Philadelphia Inter-State Dairy Council. His talk centered on the higher vitamin content of butterfat from milk of cows fed such silage as compared with the usual winter dairy ration.

Not only is there evidence that such silage is a better feed, as determined by the value of the finished product, but that it also has certain economic advantages to the milk producer. We shall give you, in the April issue of the REVIEW, a few facts about such silage as a dairy feed and it is hoped some suggestions or sources of information about the methods of putting up this new and better dairy feed.

Inspection

One of the important subjects facing the Pennsylvania legislature, and which vitally affects dairymen, is that of inspection of milk plants and dairy farms supplying milk and cream to Pennsylvania markets. There has been a marked and steady improvement in this regard during the past several years and, in fairness to those producers and distributors who have complied fully with the regulations which have been in effect, every effort must be expended to maintain the gains thus far made.

This will require, first of all, that an adequate staff be provided to police all inspection work. Such policing is necessary to insure uniformity in the interpretation of inspection requirements and also in preventing importation of uninspected or carelessly inspected supplies. Every Pennsylvania producer and other producer regularly supplying milk to Pennsylvania markets has a right to demand that this be done.

It appears that the only fair inspection standard is one which requires that all producers supplying a market, wherever located, must meet exactly the same requirements. It is also obvious that these requirements must be fair and uniformly interpreted. Such a policy of uniform interpretation will make it extremely difficult, if not impossible, for any buyer to obtain an inferior supply, not acceptable to the trade in general, at a cut price. Cheap supplies of this kind are too frequently retailed at cut prices and, being inferior, tend to undermine consumer confidence in milk.

These few and reasonable standards must be complied with if the dairy industry of Pennsylvania, and of the nearby territories supplying Philadelphia with milk, is to be preserved for our local producers and if our fluid milk industry is to continue to merit the approval of the final judge—the milk consumer.

Leaflet In Demand

The demand for the leaflet "Facts About Inter-State Milk Producers' Cooperative", which made its first appearance at the Pennsylvania Farm Show, has been so great that a reprint has been necessary. Any member who has use for copies of this leaflet may obtain as many as needed by writing to the Cooperative's office.

Rastus: "What's the matter o' you, Mose? You looks so poo'ly."
Mose: "Ah is got whut de doctors call insomnia; ah keeps wakin' up ev'ry two or three days."



Joseph Waltman and Clifford Wentzler, 4-H dairy club boys from Lycoming County, Pennsylvania, are shown here performing their "Clean Milk Demonstration" before the arena crowds at the 1938 National Dairy Exposition in Columbus, Ohio. This was a "request" performance.

Plan Next Summer's 4-H Club Work Now

Two 4-H dairy club boys (or girls) from Maryland are going to earn a trip to the 1939 National Dairy Show which will be held next October in connection with the San Francisco World's Fair.

These boys will comprise the winning team at the Maryland state 4-H dairy demonstration contest and, in order to win, they are going to develop a demonstration showing simply and clearly the practical and correct way of doing some every-day job around the dairy barn or milk house.

Most popular of these demonstrations revolves around some phase of "Guarding the Quality of Milk". It is a most worthy subject practical and one that can and should be heeded on every dairy farm every day.

Statewide contests of 4-H dairy demonstration teams are being planned in Pennsylvania and Delaware, as well as in Maryland. Rivalry has increased markedly and the quality and finish of the demonstrations showed a great advancement in 1938 as compared with 1937, the first year of the contests in these states.

These contests are open to both girls and boys, the most important requirement for a dairy demonstration team member being that of membership in a 4-H dairy club. In fact, a girl took highest honors for the best individual effort at the 1938 Pennsylvania state contest.

Every community has boys and girls with the ability to develop and put on a good demonstration. This work provides valuable training

for the participants and an education to all who see it. With a few sparks of local interest county extension agents will give the needed help to organize a 4-H dairy club and to develop and train a 4-H dairy demonstration team within the club. Is there that spark of interest in your community?

Guest Editorial Surplus vs. Distribution

Speaking of the subject of surplus vs. distribution, W. H. Williams, president of the Los Angeles County Farm Bureau, writes:

"Water is a wonderful boon to our very existence as well as very necessary for progress of civilization, and we probably could not possibly enumerate all the benefits and necessary uses of water.

"But, if you lived in a ravine and a flood swept down upon you, carrying away your home and family, and while you struggled, gasped and screamed for help, a well meaning neighbor stood on the bank and shouted, 'Stop screaming! There is no flood; the Sahara Desert is as dry as powder; it is just poor distribution of water' would that solve your problem, or would he be helping you?"—*Sunkist Courier*.

"Guilty or not guilty?" asked the judge sternly of Rastus, charged with chicken stealing.

"Not guilty, Judge."

"What is your alibi?"

"Alley by which?"

"You heard me. Have you an alibi?"

"You mean de alley by which ah got away, Judge?"

New York Producers Unite To Protect Milk Markets

Late information indicates that producers are taking into their own hands, the control of the market situation in New York following the adverse decisions by courts as described on another page of the REVIEW.

A mass meeting of representative farmers from all parts of New York was held at Syracuse on February 27, 4500 farmers being present. Discussions were calm and business-like with the one objective—the maintaining by producers in the New York milk shed of gains which have obtained through the operation of the marketing agreement.

The meeting decided unanimously (except for one dissenting vote) to continue the present agreement on a voluntary basis, with the price schedules as set in the agreement to continue at least until July 1. Contracts were drawn up to that effect and are being presented to milk dealers this week, with the understanding that any dealer who fails to sign this contract by midnight Saturday, March 4, will fail to receive milk on Sunday morning, such milk being diverted to plants which will manufacture it into dairy products.

The main session of this meeting was presided over by ex-Senator Geo. F. Rogers, co-author of the Rogers-Allen act, and the overflow meeting was presided over by Senator Francis L. McElroy.

Plans were developed at the February 27 meeting for a series of nine district meetings to be held simultaneously over the state on March 1, these in turn to be followed by county and plant meetings before the close of the week, thus giving every producer in the state an opportunity to learn about the program decided upon at the mass meeting.

It was stated that an appeal from the District Court's decision is being made to the United States Supreme Court at once with every effort being exerted to obtain an early and quick decision by the nation's highest tribunal.

A note of tragedy entered the meeting with the collapse and death of Charles Arthur, one of the committeemen who developed the program, his death occurring when the program was being presented to the meeting. The proposed marketing plan was, by resolution, named the Charles Arthur marketing program.

Reporter: "What is the professor's research work?"

Professor's Housekeeper: "It consists principally of hunting for his spectacles."

Prices Paid for 4.0% Milk f. o. b. Philadelphia

Abbotts Dairies.....	\$2.39
Baldwin Dairies.....	2.27
Breuninger.....	2.76
Wm. Engel Dairy.....	2.83
Gross Dairy.....	2.75
Hamilton Dairies.....	2.65
Hutt & Kempf.....	2.50
Missimer.....	2.62
Mosebach Dairies.....	2.42
Scott-Powell.....	2.53
Supplee-Wills-Jones.....	2.38
Sypherd Dairies.....	2.69

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, January, \$2.96; February, \$2.38; Class I Grade A, the Grade B price plus butterfat and bacteria bonuses, or \$3.46 in January and \$3.08 in February.

Class II, Jan., \$2.00; Feb., \$1.75
Class III, Jan. and Feb., \$1.25
Note:—Producer prices February 25-28, inclusive, are same on all classes as in January.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the amount of the bonus or premium should be added to quoted price. These bonuses for "A" producers are either 40 cents or 25 cents, depending on bacteria count, and an extra 2.7 cents per point (0.1%) butterfat above 3.7 percent (in New Jersey above 3.5 percent) and are paid on as much total milk as is sold by the distributor as "A" milk. Both the bacteria and butterfat bonuses must be earned to be eligible for either. These bonuses average about 25 to 40 cents on all milk on which they are paid. Several manufacturers also pay bonuses, any producer supplying them being eligible. These bonuses are most frequently paid for special cooling, for meeting certain sanitary regulations, and for quantity production. Individual producers may earn up to 25 to 30 cents bonus per 100 pounds of milk.

The Class II prices quoted on page 7, which are preceded by an asterisk () apply to the last half of January only and to all of February. Class II price for the same markets for January 1-15 inclusive was \$1.56 per 100 pounds of 4 percent milk.

†Class 1A (Cream) price of \$2.20 applies to Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

†January only.

Class III Prices—4.0% Milk

MARKET	JAN. & FEB.
Phila. (Penna. rec. sta.)	\$1.10
Md. & Del. Stations	1.12
Other Penna. Markets	*1.10
Wilmington	1.12

*Class III price Jan. 1-15, \$1.15

Average price 92-score butter at New York:
January 1-15, 26.34¢ per pound

February, 26.25¢ per pound
The January average price (in bold face type) is the weighted average price

Classification Percentages January, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	64	..	22	14	74% of Class I
Baldwin Dairies.....	60	..	10	30	
Blue Hen Farms.....	64.6	..	10.5	24.9	
Breuninger Dairies.....	86	..	11	3	
Clover Dairy Company.....	70.13	..	11.57	18.3	53% of Prod.
Delchester Farms.....	61	..	39	..	
Eachus Dairy.....	83	10	7	..	
Engel Dairy.....	90	..	10	..	
Fraims Dairies.....	74.26	..	13.38	12.36	
Gross Dairies.....	84.35	..	15.65	..	
Harbison Dairies.....	80	..	12	8	63% of Prod.
Harshbarger.....	67	12	21	..	
Hernig.....	60	..	40	..	
Hoffman—Altoona.....	37	7	56	..	
Hoffman—Huntingdon.....	37	7	56	..	
Keith's Dairy.....	84.5	9	6.5	..	
Martin Century Farms.....	*83.15	..	*16.85	..	76.97% of Prod.
Meyers Dairies.....	70	..	30	..	80% of Prod.
Missimer Dairies.....	75.62	..	24.38	..	
Mt. Union 1-15.....	76	6	..	18	
16-31.....	83	7	..	10	
Mowrer.....	67	9	24	..	
Nelson.....	66	..	14	20	
Penn Cress.....	47.6	2.9	49.5	..	
Scott-Powell.....	70	..	28	2	85% of Prod.
Stegmeier, Clayton.....	57	5	38	..	
Supplee-Wills-Jones.....	64.8	..	15.54	19.66	81.79% of Class I
Sypherd's Dairy.....	81.4	..	14.1	4.5	
Turner & Wescott.....	65	..	35	..	
Waple.....	76.5	8	..	15.5	
Wawa Dairies.....	69	..	20	11	
Williamsburg Dairy 1-15.....	94	6	
16-31.....	92	..	8	..	

NEW JERSEY

	<i>Norm</i>	<i>Cream</i>	<i>Excess</i>
	<i>95%</i>	<i>5%</i>	
	<i>of Norm</i>	<i>of Norm</i>	
Abbotts "A".....	95.7		Balance
"B".....	87.5	12.5	Balance
Castanea Dairy "A".....	92	8	Balance
"B".....	77	23	Balance
Scott-Powell.....	96.2	3.8	Balance
Suburban Dairies "A".....	78	22	Balance
"B".....	87.2	12.8	Balance
Supplee-Wills-Jones.....	100	..	Balance

*Martin Century paid January, Class I, 66.21% at \$2.79; and 16.94% at \$2.98; Class II, 13.42% at \$1.47; and 3.43% at \$1.51. (Prices for 4% Grade "B" milk, f.o.b. Lansdale.)

Feed Price Summary For February, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	Feb.	Jan.	Feb.	% Change Feb., 1939	
	1939	1939	1938	compared with	
	(\$ per T.)	(\$ per T.)	(\$ per T.)	Jan., 1939	Feb., 1938
Wheat Bran.....	27.89	27.70	32.02	+ .69	-12.90
Cottonseed Meal 41%.....	35.93	36.63	35.99	-1.91	-17
Gluten Feed 23%.....	27.81	28.08	38.17	-.96	-27.14
Linseed Meal 34%.....	49.30	49.50	52.16	-.40	-5.48
Corn Meal.....	31.02	29.13	30.49	+6.49	+1.74
Mixed Dairy Rations: 16%	30.75	30.12	33.72	+2.09	-8.81
24%	35.71	35.78	39.23	-.20	-8.97
32%	38.53	38.73	41.68	-.52	-7.56
Brewer's Grains.....	27.82	28.34	34.57	-1.83	-19.53

paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 4.0%

The price schedule as given f.o.b. any particular market applies to all fluid milk dealers in that market.

"Get a good laugh at the bathing suits worn 30 years ago, 'cause 30 years hence, there won't be nothin' to laugh at."

School teachers say that children who have a hot lunch at noon "learn better".

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

January Averages and January and February Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in January	Class I Price Jan. and Feb.	Class II Price Jan. and Feb.
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.51
Abbotts Dairies, Inc.	Coudersport, Pa.	\$1.99	2.38	1.43
" " "	Curryville, Pa.	2.05	2.47	1.44
" " "	Easton, Md.	2.11	2.56	1.42
" " "	Goshen, Pa.	2.16	2.63	1.46
" " "	Kelton, Pa.	2.17	2.65	1.47
" " "	Kempton, Pa.	2.15	2.62	1.46
" " "	Oxford, Pa.	2.17	2.65	1.47
" " "	Port Allegany, Pa.	1.99	2.38	1.43
" " "	Providence, Md.	2.13	2.59	1.42
" " "	Spring Creek, Pa.	1.96	2.34	1.42
Blue Hen Farms	Wilmington, Del.	2.24	2.77	1.62
Breuninger Dairies	Richlandtown, Pa.	2.45	2.62	1.46
Centerville Prod. Co-op.	Centerville, Md.	1.69		
Clover Dairy Company	Wilmington, Del.	2.34	2.77	1.62
Delchester Farms	Edgemont, Pa.	2.41	2.98	1.51
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.51
Eachus Dairy	West Chester, Pa.	2.69	‡2.85	*1.36
Fraims Dairies	Wilmington, Del.	2.41	2.77	1.62
Harbison Dairies	Brandtsville, Pa.	2.36	2.62	1.46
" " "	Byers, Pa.	2.36	2.62	1.46
" " "	Carlisle, Pa.	2.36	2.62	1.46
" " "	Hurlock, Md.	2.31	2.56	1.42
" " "	Kimberton, Pa.	2.36	2.62	1.46
" " "	Massey, Md.	2.32	2.58	1.42
" " "	Millville, Pa.	2.26	2.50	1.45
" " "	Rushland, Pa.	2.36	2.62	1.46
" " "	Sudlersville, Md.	2.32	2.58	1.42
Harshbarger, J. E.	Altoona, Pa.	2.54	‡2.96	*1.36
Hernig, Peter	Boiling Springs, Pa.	2.13	2.58	1.46
Hershey Creamery	Greencastle, Pa.	1.40		
Hershey Chocolate	Shippensburg, Pa.	1.50-1.40		
Highland Dairy Co.	Chester, Pa.	2.60	2.98	1.51
" " "	Doe Run, Pa.		‡2.85	*1.36
Hoffman's Dairy	Altoona, Pa.		‡2.96	*1.36
" " "	Huntingdon, Pa.	1.965	‡2.85	*1.36
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.51
Keith's Dairy	Altoona, Pa.	2.79	‡2.96	*1.36
Martin Century Farms	Lansdale, Pa.	2.60	2.98	1.51
Miller-Flounders	Chester, Pa.	2.60	2.98	1.51
Nelson Dairy	Jeffersonville, Pa.	2.40	2.98	1.51
Penn Cress Ice Cream Co.	Cresson, Pa.	2.195	‡2.96	*1.36
Scott-Powell Dairies	Clayton, Del.	2.24	2.60	1.42
" " "	New Holland, Pa.	2.30	2.66	1.47
" " "	Pottstown, Pa.	2.33	2.71	1.47
" " "	Snow Hill, Md.	2.13	2.44	1.42
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.17		
Stegmeier, Clayton	Tamaqua, Pa.	2.35	‡2.96	*1.36
Supplee-Wills-Jones	Bedford, Pa.	2.04	2.47	1.44
" " "	Centerville, Pa.	2.17	2.34	1.42
" " "	Chambersburg, Pa.	2.09	2.55	1.45
" " "	Duncannon, Pa.	2.14	2.62	1.46
" " "	Hagerstown, Md.	2.05	2.49	1.42
" " "	Harrington, Del.	2.11	2.58	1.42
" " "	Huntingdon, Pa.	2.08	2.53	1.45
" " "	Leaman Place, Pa.	2.17	2.67	1.47
" " "	Lewistown, Pa.	2.09	2.55	1.45
" " "	Mercersburg, Pa.	2.09	2.55	1.45
" " "	Mt. Pleasant, Del.	2.11	2.58	1.42
" " "	Nassau, Del.	2.09	2.55	1.42
" " "	Princess Anne, Md.	2.04	‡2.47	1.42
" " "	Red Hill, Pa.	2.17	2.67	1.47
" " "	Townsend, Del.	2.11	2.58	1.42
" " "	Waynesboro, Pa.	2.09	2.55	1.45
" " "	Worton, Md.	2.11	2.58	1.42
" " "	Zieglerville, Pa.	2.17	2.67	1.47
Sylvan Seal (Del. only)	F. O. B. Farm	2.10		
Turner & Wescott	Glen Roy, Pa.	2.24	2.65	1.47
Waple Dairies	Tyrone, Pa.	2.53	‡2.85	*1.36
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.28	2.98	1.51
Ziegler Dairy Co.	Reading, Pa.		‡2.85	*1.36

Secondary Markets

SOUTH JERSEY

Combination Local meetings were held in January, at which very good reports of the Annual Meeting were given by the delegates. At Bridgeton, I. Ralph Zollers, and at Woodstown, H. E. Jamison, explained how the commissions for milk market insurance are handled. A record is kept of commissions paid in by each member, the unused amount being added to the reserve until sufficient reserve has accumulated to take care of any emergency. At such time, a dividend will be paid to each member according to his share of unused commission paid in the first year, plus interest.

Several meetings have been held with producer committees and representatives of their distributors to agree upon plans for 1939 norms which were proposed in order to save the market for all producers involved. This necessitated cutting norms to some extent, thus avoiding turning milk loose, which eventually would have broken the market for all.

There was one hundred percent attendance at the last Executive Committee meeting.

The first issue of the newsletter for this year was mailed early in February, together with the booklet "Facts About Inter-State Milk Producers' Cooperative".

WILMINGTON

The market committee met on February 23, at which meeting discussion of market conditions brought out the surplus situation. Two dealers are making butter and a third is condensing his surplus milk and selling ice cream mix. The Cooperative has found sale for and is hauling the surplus for one dealer. The school milk contract for the last half of the year was let to dealers on the same basis as previously.

The Wilmington health regulations which require an annual tuberculin test of all herds have caused inconvenience to Pennsylvania shippers who are on the area test plan where a test is made every three years.

Producers are urged to watch production so as not to get out-of-line with the needs of the market and are warned not to turn the cows out on pasture too early.

Keeping the cows off pasture until the grass is well developed will go far in avoiding garlicky and grassy

odors in milk, in checking surplus, and in saving the pasture for later in the season.

One dealer is providing covered bodies for his milk trucks, thereby protecting the milk in transit from farm to plant.

A level production plan was discussed at the committee meeting and it is intended to submit this plan to Wilmington dealers at an early date.

TRENTON

The Trenton market has been orderly and under control through the cooperation of the Trenton Inter-State Milk Market committee and the dealers with whom the committee works.

Recent developments concerning price regulations in New Jersey have met with approval, especially the rescinding of the recent order which reduced prices. The new order returns the price to \$2.76 per hundredweight, effective February 25, and a second order establishes the cream price at \$1.55, effective March 4. (See page 10 for details.)

The marketing committee appreciates the interest taken by hundreds of producers in helping bring about these adjustments in the price orders. Members are urged to call upon the committee or the market manager whenever service is needed.

Northeastern Dairy Conference

The 1939 sessions of the Northeastern Dairy Conference will be held at Albany, N. Y., instead of New York City, as stated in the February issue of the REVIEW. The dates set are Tuesday and Wednesday, March 14 and 15, with the first day's session opening at 9:30 A. M. The Ten Eyck Hotel will be headquarters for the conference.

It is expected that a large and interested attendance will be had, especially in view of the recent court decisions pro and con on the legality of certain phases of marketing programs which have been carried on in northeastern states.

The details of the program have not yet been announced but the conference, being an informal body, discusses subjects of interest to dairymen generally and with the importance of marketing this phase of the dairy business will doubtless receive a major part of the emphasis.

The Dairymen's League Cooperative Association, in whose territory the conference is being held, will act as host organization.

Milk Price Hearings At Scranton and Pottsville

Two hearings have been called by the Pennsylvania Milk Control Commission for early in March. The first of these will be held at Scranton on March 2 and the second at Pottsville on March 3.

In each instance the Commission will allow everyone interested to present testimony relative to the adjustment of the boundaries of the respective marketing areas, the price structure affecting producers, dealers and consumers, including the minimum prices to be paid producers or charged by dealers and the prices to be paid by stores to dealers and charged by stores to consumers.

The Commission, in its announcements, stated that producers, consumers and dealers were invited to appear before the Commission at these respective hearings to give testimony.

No Women's Page

It is regretted that there is no women's page in this issue of the REVIEW. Last minute developments made it impossible for Professor W. F. Knowles, of the New Jersey State College, to supply us with an article as had been planned.

Calcium Needed for Health, Milk Supplies It

A recent article in the Journal of the American Medical Association states that if the body is deprived of the necessary supply of minerals over a period of years, the general health is affected. Kidneys and other vital organs suffer and the bony structures fracture easily. Lack of vigor and premature old age may often be traced to a diet which is deficient in the minerals essential to health.

This condition is very common among older people. The average American diet does not contain enough calcium, chiefly because it does not contain enough milk. Vitamin D is also needed for the body to use the calcium most effectively.

One glass of milk contains more calcium than a serving of any other food. One pint of milk contains as much of this valuable mineral as 15 to 20 ordinary servings of fruits and vegetables. A diet poor in milk is for this reason low in calcium.

Dad: "Son, I never knew what it was to kiss a girl until I courted your mother. I wonder if you will be able to say the same to your children."

Son: "I think so, Dad, but not with such a straight face as yours."

Vitamin Content of Milk Affected By Roughage Quality

Dr. Weckel, Vitamin Authority, Addresses Dairy Council

THE QUALITY of feed affects the quality of the butterfat in milk. This message was brought to a joint meeting on February 9 of the Philadelphia Home Economics Association, the Philadelphia Dietitians Association and the Dairy Council, by Dr. K. G. Weckel of the Department of Dairy Industry, University of Wisconsin. Dr. Weckel outlined in considerable detail the results of experiments recently completed or now being conducted on the nutritive value of milk, especially as affected by production practices.

"June" Butter Preferred

This effect of feed quality on the quality of butterfat has long been felt by the trade, as evidenced by the strong consumer preference for June butter produced from pastures that are lush and green. Maintaining the June quality of milk under winter conditions has been the objective of the dairy industry and many recent experiments have been directed toward that end.

Several years ago A. I. Virtanen of Finland developed a method of preserving green feeds by pickling. In this process freshly cut legumes or grasses are placed in a silo with small amounts of acid—hydrochloric, sulfuric or phosphoric—added. This preserving process was found to retain much of the special nutritive value of freshly cut green feeds, the process being compared in effectiveness with rapid machine drying of hay. These acids take the place of the fermentation caused by converting sugar of the corn plant into a mild acid which acts as the preservative in corn silage.

Grass Silage Adds Vitamins

The acid preservation of silage has succeeded in retaining the special nutritive value of green feeds and in turn has added to the nutritive value of winter-produced milk from cows fed such silage. It does not, however, bring the nutritive value of these feeds or the milk produced from them up to the level of milk produced by cows on pasture.

It has been found that milk produced by cows on pasture contains 50 to 100 percent more carotene and 30 to 40 percent more vitamin A than does the butterfat from cows receiving the A.I.V. (acid preserved) silage. The advantage of this silage

over poor quality hay, however, is very significant.

Of recent years another method of preserving grasses and legumes has been developed which is replacing the A.I.V. (acid) method. This is to add blackstrap or beet molasses as preservative agents and in the case of silage made from alfalfa the carotene content was definitely higher with the addition of molasses than with the addition of the acid. The A.I.V. silage, however, was much richer in both carotene and vitamin A than is regular corn silage.

Not only does the method of storing affect the carotene and vitamin content of the feeds and of the milk produced from the feeds but the condition of the crop and the time of harvesting also has an influence on this phase of the nutritive value. It has been learned that the carotene content of pasture plants is high in the early summer, drops off markedly during the hot mid-summer months and increases again during the fall months, especially after fall rains.

Heated Hay Loses Vitamins

Dr. Weckel, in his report, stated that if high temperatures are experienced in the mow where the hay is stored, much of the carotene content is destroyed. These high temperatures are a direct result of heating due to high moisture content when the hay is placed in the mow, therefore it is important that the hay be as dry as practicable when stored.

Vitamin D milk is now recognized as the best medium for obtaining adequate amounts of calcium, phosphorus and vitamin D for proper nutrition. Shortly after the introduction of vitamin D milk many people were concerned about the possibility of obtaining excessive amounts of this vitamin. During the five years since this product was introduced to the market on a large

scale extensive experiments have shown that there is no such danger, in fact these experiments have tended to show that greater amounts of vitamin D could well be used in most diets and that milk fortified with this vitamin is an ideal method of obtaining it.

May Use Irradiation

Two methods of fortifying milk with vitamin D were outlined by Dr. Weckel. One is by irradiation, where the milk is exposed in a thin film to the effects of ultra violet rays, the other is through the addition of vitamin D concentrates to the milk. The irradiation process is adapted to large-scale operations because the investment in equipment has made this method expensive for small operations. Recent improvements have greatly increased the efficiency and thereby reduced the cost of this method.

A wide variety of milk products are now available and vitamin D milk is becoming increasingly important among them, according to Dr. Weckel. He expressed the hope that, regardless of this wide variety of products, the consumer would continue to use and his attention would not be distracted from the original and straight product—milk.

Benson to Succeed Hood

Ezra T. Benson has been named secretary-treasurer of the National Cooperative Council and will assume his new duties in April. He succeeds Robin Hood, whose resignation was effective December 31.

Mr. Benson has been extension economist and marketing specialist at the University of Idaho for the past eight years and previously served as a county agricultural agent. He was secretary of the Idaho Cooperative Council for several years.

This picture of his dad's Guernsey herd awaiting their evening feeding was entered in the REVIEW picture contest by Claude B. Anthony, Jr., Centerville, Maryland.



Producer Protests Pile Up, New Jersey Order Rescinded

WE CALLED attention of REVIEW readers, on page three of the February issue, to the hearing on prices held by the New Jersey Milk Control Board on January 5 and the price orders of the Board which became effective February 1. It appeared, even before the new orders were given a trial, that they would meet the approval of few other than those milk dealers who are pasteurizing and bottling for sub-dealers or bob-tailers. It was quickly evident that in practice this observation was correct.

The orders were unsatisfactory to practically all producers and most distributors in the central and southern parts of the state. They saw fit to grant milk distributors a wider spread while reducing the prices to producers by four-fifths of a cent per quart. The one-half cent per quart reduction in consumer price did not work out the way it was planned in many instances, largely because of the lack of means of cutting pennies in half in case of single quart sales. This, in effect, generally benefitted the storekeeper. The net result was, in too many instances, a 38-cent reduction to producers with no reduction to consumers.

Former Prices Restored

Promptly upon issuance of the price orders by the Board efforts were made to obtain reconsideration of its action. These demands poured into Trenton from all points of the state, finally culminating in a meeting on February 15. Following this meeting, announcement was made that the new orders were being rescinded, effective on February 25, with the former prices restored as of that date, and that a new hearing was being called for March 2 at which the entire price structure would again be reviewed.

The choice of dates for cancelling these price orders met objection from many sources, especially dealers, because of the necessity of making an entirely separate set of calculations in calculating the value of the milk bought or sold the last four days of the month.

The New Jersey Dairyman's Council, meeting on February 24, requested of the Board that the previous Class I price be restored and that the reduced Class II price be maintained. This position on Class II was taken because of the general condition of the cream market, with prices of competitive cream which meets New Jersey

inspection requirements considerably below the cost of such cream under the previous price orders.

It was requested, at the same time, that the state be divided into two areas for establishing producer prices. Producers supplying the Trenton, South Jersey and the lower seashore points would be grouped into one area and producers supplying northern New Jersey markets into another area, according to the Council's recommendations.

The Control Board then issued an order on February 27, incorporating many of these recommendations. It was announced at the same time that the hearing scheduled for March 2 was cancelled and that a hearing would be held sometime in April, for the review of the price structure as based on conditions



We can picture the Marvin Brubaker family and their friends spending many pleasant evenings and Sunday afternoons in this garden spot on their New Holland, Pennsylvania, farm. Picture sent by Luke W. Martin, Goodville, Pa.

Supreme Court Upholds State Milk Control Law

The United States Supreme Court, in a decision handed down February 27, upheld the constitutionality of certain contested features of the Pennsylvania Milk Control Law.

This decision arose out of a case involving Eisenberg Farm Dairy of Elizabethtown, which buys milk from about 175 Pennsylvania producers and sells all of it in New York City and vicinity. This distributor asserted that, because his milk was entirely in interstate commerce, the Pennsylvania control law did not affect his transactions. That position was upheld by certain Pennsylvania courts, including the Supreme Court, from which the state appealed to the United States Supreme Court where the state's law was upheld.

Briefly, this decision means that the bonding provisions and other features of the control law are binding upon out-of-state dealers who may buy in Pennsylvania, thus protecting Pennsylvania's pro-

ducers as to price and payment.

The new price orders provide for a division of the state, with the \$2.76 f.o.b. farm price for 3.5 percent milk (\$2.96 for 4 percent) continuing to prevail in the Trenton and South Jersey areas, and the Class I price being reduced on northern New Jersey markets to \$2.62 per 100 pounds of 3.5 percent milk. The cream price over the entire state was reduced from \$1.80 to \$1.55 per hundredweight of 3.5 percent milk.

Consumer prices in Trenton and South Jersey markets will continue at 13 cents per quart for "B" milk and 16 cents for "A" milk, with the retail prices one cent higher in northern Jersey and seashore markets. The retail prices of cream, which were reduced on February 1, were restored to the previous level when that price order was rescinded and were again reduced when the reduced Class II price became effective. The new orders are effective on March 4.

Justice Roberts who wrote the majority opinion of the Supreme Court stated: "The purpose of the statute under review obviously is to reach a domestic situation in the interest of the welfare of the producers and consumers of milk in Pennsylvania. Its provision with respect to license, bond and regulation of prices to be paid to producers are appropriate to the ends in view."

In commenting upon this case, Harry Polikoff, Deputy Attorney General, stated: "This decision is of especial importance, since the New York courts have completely invalidated the New York type of milk control, as distinguished from Pennsylvania's type. Every single important provision of our statute has now been sustained by the appellate courts."

This approval of milk regulation should have a steadying influence on the entire market, especially in view of adverse decisions handed down last week by a United States District Court and a New York state court,

Dairying Needs Efficiency

IN A TALK delivered before the International Association of Milk Dealers, Professor H. B. Ellenberger of the University of Vermont Dairy Department, made some very pointed observations which deserve most careful thought by both milk producers and milk dealers. He stated that efficiency is needed if the fluid milk industry is to save its market from serious in-roads by competitors.

It is impossible to present here with his entire talk but we are giving significant excerpts from it. In outlining methods whereby producers may acquire greater efficiency he emphasizes the need for better cows, better feeding and better crops, especially pasture. The summary of his talk follows:

"All three parties concerned—milk makers, milk handlers, milk users—have a common desire to increase consumption. Then why do they not join forces instead of spending time, energy and money in fighting one another? The farmer says he does not get enough for his milk, the distributor claims he does not receive all that he should for processing and delivering it, and the consumer asserts that it costs him too much, that it is not convenient to get at all times or that its quality is not always satisfactory.

The Consumer Decides

"However, when all is said and done, the consumer really decides the question as to how much milk is to be made and sold. In the milk business as well as in many others, 'the customer is always right'. He delivers the final verdict. His sympathies are usually with the farmer rather than with the dealer but his decision vitally affects both.

"Remarkable progress has been made in quality improvement, yet sometimes flavor and appearance of milk and cream are not all that they should be to satisfy the consumer.

"Organized consumer resistance is increasing wherever it is felt that inefficiency or undue profit-taking obtains. Obviously, the policy of raising retail prices is open to serious question. Indeed, decreases, at least in some instances, are more likely to improve conditions within the industry. Both production and distribution costs must be lowered or increasingly the consumers will turn to canned milk, to other milk products or to substitutes.

"The spread on retail sales often appears high and if the present level of consumption of fresh fluid milk is to be increased or even held, steps should be taken either to reduce distributing costs by eliminating

some of the unreasonable services now offered (or by developing a plan whereby those who demand such services pay for them) or to simplify and increase the efficiency of the methods now in vogue of getting milk into the consumer's hands. Distributors have been all too eager to render service at any cost.

Efficiency Needed

"If dealers paid as little attention to efficiency in methods of processing as many producers do to modern methods of economical milk production, they would not long survive and it is little wonder that this class of producers find themselves in trouble. And what do they do about it? Individually, collectively, and through State Milk Control Boards and government agencies they demand higher prices from distributors and consumers.

"Both individual farmers and their organizations have over-emphasized marketing as a panacea for all their ills often neglecting to advocate and to apply a surer remedy, namely, the inauguration of more economical productive practices, which offers possibilities for more profit than could be obtained even if processing and distributing were carried on without gain.

"Closer cooperation between distributors and producers is desirable. If distributors were to prove themselves genuinely interested in helping dairymen to produce more economically, both groups would soon better understand each other and work together to their mutual advantage.

"Practical operations in the production field have disclosed great possibilities for reducing basic production costs but methods of application are largely in the hands of the individual farmer.

Good "Machines" Needed

"Let us think of the farm as a factory and of the cows as machines used to convert raw materials into more usable and salable form.

"The dairy farm, the milk factory, must be large enough to be operated economically. Other things being equal, unit costs decrease with size of farm business, while the net income increases, practically doubling and redoubling from small to medium and larger dairies.

"Low producers are inefficient producers and make milk at too great a cost, either for a profitable return to their owners or for sale at a price the consumer can afford to pay.

"At least 7,000 to 8,000 pounds of average test milk per cow should

be sought but the average yield is less than 4,500 pounds. Organization, even with government help, cannot bring success to the man who keeps only average cows. Good cows are to be obtained by breeding and raising them. Proper methods of selection, breeding and culling must be learned and practiced.

"Many cows able to produce heavily do not do so because they are underfed or improperly fed. Sometimes inferior cows are overfed, thus increasing the unit cost of the milk they produce.

Good Roughage a Cheap Feed

"The raw materials from which the cow makes milk are the total digestible nutrients in pasture grasses, silages, hays and concentrates. Manufacturing success depends largely on the use of low cost raw materials. Which of these furnish milk making nutrients the most cheaply?

"Good pasture grass is the most economical; good hay is next, silage third, and grain feeds fourth.

"Silage made from grasses or legumes is replacing corn silage on some farms. Grassland farming presents very promising possibilities. However, all good roughages furnish nutrients more cheaply than do grain feeds. Therefore, good roughage is the key to economical milk production with good cows properly cared for.

"While not all milk can be made from pasture or other roughage, cows will eat much more of good than of poor pasture grass or hay and hence will eat correspondingly less of the higher cost grain nutrients.

Pastures Are Important

"It pays to fertilize and improve pastures. It pays to cut hay early. It pays to take the necessary precautions to get hay into the barn with as little weathering as possible. It pays to put silage up in good condition, whether it be made from corn, grass or legumes. The costs of milk production may be greatly reduced by feeding more and better roughage and relatively less grain. Along these paths lies success.

"If milk could be produced at less cost and sold more cheaply, more would be used; the consumer would be benefited, profits to both the producer and distributor would be more certain, everybody concerned would be better satisfied and the prevalent turmoil would be at least somewhat allayed. Milk can and will be made more cheaply when approved, modern and efficient methods are more generally practiced on dairy farms."

Level Production Plan Approved for Altoona

The Pennsylvania Milk Control Commission, through Official General Order B-5, issued on February 20, extended authority to milk producers and buyers in the Johnstown-Altoona milk marketing area to inaugurate a level production program for that market.

The quota for each individual producer shall be determined by averaging the production of nine months of the previous year, omitting May, June and October production. It is also provided that any producer losing twenty percent or more of his herd due to tuberculosis or Bang's disease may revert to his previous year's quota until the first of the following year.

The order also provides for the selection of a quota committee of three or more persons, the majority of which shall be designated by the producers. This committee would have power to adjust quotas, such adjustments, however, to be subject to review by and approval of the Milk Control Commission.

Recognizing that the total of quotas of all producers supplying a dealer would probably be greater than the sales of Class I and Class IA milk of the dealer, it was provided that each producer be paid the Class I and Class IA prices on a percentage of his quota.

The quota plan is virtually as worked out by producers and buyers in the Johnstown-Altoona marketing area. Representatives of these groups presented their requests to the Milk Control Commission and the new order was the result of this joint activity.

It Helps Keep Us Busy

It is probable that few members of the Cooperative are aware of the tremendous amount of work involved each year in preparing the various reports, tax and otherwise, required by the Federal government and the governments of the four states in which the Cooperative is licensed to do business.

The count of these reports reveals a total of thirty-four each year. In addition quarterly reports, and, in some cases, a fifth annual report must be made for each employee, showing the name and salary payments for the quarter or for the year, as the case may be. This includes the work of any committeeman who may serve for only a half day during the three-month period.

A large proportion of these reports are necessitated through the Unemployment Compensation and Old Age Benefit taxes which are levied against all employers of eight or more persons. In addition, it is



Premises such as these on the Stroud dairy farm, Cochrantville, Pennsylvania, are a top-notch advertisement for milk. Daughter Helen Stroud submitted the picture in the Review contest.

necessary for the Cooperative to deduct one percent of the wages of each employee as the employee's own tax for Old Age Benefit. This item constitutes an additional bookkeeping burden as records must be kept on all employees, including any local committeeman.

The heavy month during the year is January, when six different reports are required, plus one or two separate statements for each employee. April is the second heaviest month with five such reports. Four reports are due in July and four in October. May and June are the two months when a vacation from tax report filing is granted, none being due either of those months.

A la Joyce Kilmer

I think that I shall never see
Along the road an unscrapped tree,
With bark intact, and painted white,
That no car ever hit at night.
For every tree that's near the road
Has caused some auto to be towed.
Side-swiping trees is done a lot
By drivers who are not so hot.
God gave them eyes so they could see,
Yet any fool can hit a tree.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during December, 1938, and January, 1939.

	Dec.	Jan.
Farm Calls.....	881	1002
Non-Farm Calls.....	329	341
Butterfat Tests.....	5452	2097
Plants Inves- tigated (first half).....	18	12
(second half).....	16	22
Herd Samples Tested.....	329	219
Brom-Thymol Tests.....	314	348
Microscopic Examinations.....	26	33
Sediment Tests.....	109	..
Membership Solicitation.....	66	71
New Members Signed.....	17	25
Local Meetings.....	26	15
Attendance.....	1010	1391
District Meetings.....	4	9
Attendance.....	50	1417
Committee Meetings.....	16	11
Attendance.....	117	103
Other Meetings.....	14	16
Attendance.....	2657	1116

Major Changes Noted In St. Louis Market

An unusual trend in the St. Louis milk market has been revealed in a report by Fred L. Shipley, Federal Market Administrator. A Federal order has been effective in that market for five years and during that time a stringent health ordinance was also enacted and is being enforced.

This report reveals that in 1934, the first year of the Federal order, production in the market was 438,000,000 pounds and that there was a gradual decrease until 1938, when only 306,000,000 pounds of milk were handled by dealers in the market. During the same period the number of pounds of milk daily per farm increased from 97 in 1934 to 111 in 1937 and 165 in 1938. The number of producers supplying the market declined from a high point of 13,225 in October, 1934, to an average of approximately 5100 in 1938.

During the same period the proportion of Class I sales to the entire supply increased from 45.4 percent in 1934 to 60.8 percent in 1938. The average prices also increased sharply from \$1.49 in 1934 to \$2.17 in 1937, dropping back to \$1.92 in 1938. The average size of milk check per producer more than doubled during this period.

This report revealed that with the stringent sanitary regulations the supply of milk available for the St. Louis market fell so low in the fall of 1938 that there was grave danger at times of a shortage. The expenses of meeting sanitary requirements forced many producers to find other outlets for their milk and encouraged those who stayed on the market to increase their production in order to defray the cost of the sanitary requirements.

Americans eat about 140 pounds of meat per capita every year. In the Argentine, they eat 300 pounds.

Pictures for children's rooms can be made washable by covering them with white shellac.

There Is No Such Thing As "Just a Little" Garlic

THE FAMED Charlie McCarthy is author of that statement and it is just as true with milk as it is in cooking.

The taste and smell of garlic in any form are offensive to many people and we have yet to find anyone who feels that it in any way improves the flavor of milk. This, briefly, is the consumer attitude on garlic in milk and since the consumer is the final judge of our milk we most certainly must observe her likes and dislikes on the matter.

It is our duty to keep garlicky milk off the market because once it gets in the consumer's hands we are almost sure to lose her as a customer—either as a permanent loss to the fluid milk industry or as a loss to some other milk dealer and producers who have been more particular in this regard.

Even during the past several weeks there have been instances of milk rejections because of garlic flavor. These instances were finally traced to hay containing some wild garlic plants.

Within a few weeks many of our pastures will be green with the fresh, young shoots of the wild garlic plant. In fact, this will be about the only forage in many pastures, and as surely as cows are turned out on such pasture the milk of those cows will have the garlic flavor unless certain rigid precautions are followed.

The best preventive is to keep cows off such pasture and continue barn feeding until the grass has a chance to develop. Any self-respecting cow will pass up garlic and eat grass, if the grass is available in sufficient quantities.

In some instances, however, an occasional shoot of garlic will be eaten along with the grass and we will then have ample proof that 'there is no such thing as just a little garlic'. A few shoots will leave their flavor and odor in that cow's entire milk supply.

In case the number one precaution, keeping cows off the pasture, can't be followed, it may be possible to use a second plan—that is, to divide the herd and put the milking cows on a clean pasture and other livestock on the infested pasture. If neither of these plans can be followed, then it is urged that the cows be permitted on the infested pasture for only two or three hours immediately after milking, then removed to a yard in which hay of other forage is fed.

There is every evidence that the market will be supplied with all the milk it needs which is free of garlic odor. For that reason we are urging all producers to use every precaution to avoid garlicky milk, thereby helping preserve and maintain their own markets.

Gaumnitz Wins Promotion

E. W. Gaumnitz, who has been Chief of the Dairy Section of the Agricultural Adjustment Administration since 1935, was advanced to the position of Director of the Division of Marketing and Marketing Agreements, according to an announcement made early in February by the United States Department of Agriculture.

Dr. Gaumnitz will continue to devote a considerable part of his time to the field of dairy marketing activities, dairy marketing agreements now in force or to be put into force later coming under the division of which he is now director.

Philip F. Maguire was named a Vice-President of the Federal Surplus Commodities Corporation at the same time.

Both Dr. Gaumnitz and Mr. Maguire will work directly with Milo R. Perkins who is Associate Administrator of the Agricultural Adjustment Administration.

Rural Church Conference

Problems of the district church will be discussed by rural ministers and laymen at six regional rural church conferences to be held in Pennsylvania during March. Leaders of state and nation-wide reputation will attend these conferences, the program of which will consist of worship, discussion, lectures and a panel. The program of each conference will start promptly at 10:00 A. M.

The south-central district conference will be held at the Second Presbyterian Church at Carlisle, on Monday, March 20.

The conference in the south-eastern district will be held at the New Bethel Zion Church at Grimville, 11 miles east of Hamburg, on March 21.

Old Lady: "The minister doesn't bring his little girl to church now."

Verger: "No; the one Sunday her mother brought her, she said right out loud, 'Why, mamma, you never let pop do all the talking at home!'"

THOROUGHbred STOCK POWDER



CALVING TIME is a CRITICAL TIME

Proper functioning of all the organs of the body is necessary for the well being of both the cow and calf. Proper digestion is doubly important. She must not only nourish herself, but she must supply bone building material for the calf as well as nutrition. Besides all this she must continue to pay her way in milk production.

Winter feeding adds to these complications. Heavy grains, dry roughage and barn confinement put a terrific strain on a cow's digestion. Lack of exercise makes their system sluggish.

At times like this THOROUGHbred STOCK POWDER is an ideal conditioner. Its iron content tones up digestion and increases milk production. Its wheat germ content contains the proper vitamins for breeding problems.

THOROUGHbred STOCK POWDER must satisfy you or your money will be refunded.

Ask your dealer for THOROUGHbred STOCK POWDER or fill out and send the coupon.

Man-O-War REMEDY CO. LINIA, PA.

Gentlemen: Enclosed please find One Dollar and Twenty Five Cents (\$1.25) for one can of THOROUGHbred STOCK POWDER for cows.

Name

Address

City State

Name of Dealer



PICTURE CONTEST

Open to:

Members of Inter-State and their families.

Prizes:

One dollar for each contest picture used on inside page.
Five dollars if picture is used on front page.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief)
Identification of sender

FEBRUARY, 1939, BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
1	26 1/2	26 1/4	25 1/2	
2	26 1/2	26 1/4	25 1/2	
3	26 1/2	26 1/4	25 1/2	
4	26 1/2	26 1/4	25 1/2	
5	26 1/2	26 1/4	25 1/2	
6	26 1/2	26 1/4	25 1/2	
7	26 1/2	26 1/4	25 1/2	
8	26 1/2	26 1/4	25 1/2	
9	26 1/2	26 1/4	25 1/2	
10	26 1/2	26 1/4	25 1/2	
11	26 1/2	26 1/4	25 1/2	
12	26 1/2	26 1/4	25 1/2	
13	26 1/2	26 1/4	25 1/2	
14	26 1/2	26 1/4	25 1/2	
15	26 1/2	26 1/4	25 1/2	
16	26 1/2	26 1/4	25 1/2	
17	26 1/2	26 1/4	25 1/2	
18	26 1/2	26 1/4	25 1/2	
19	26 1/2	26 1/4	25 1/2	
20	26 1/2	26 1/4	25 1/2	
21	26 1/2	26 1/4	25 1/2	
22	26 1/2	26 1/4	25 1/2	
23	26 1/2	26 1/4	25 1/2	
24	26 1/2	26 1/4	25 1/2	
25	26 1/2	26 1/4	25 1/2	
26	26 1/2	26 1/4	25 1/2	
27	26 1/2	26 1/4	25 1/2	
28	26 1/2	26 1/4	25 1/2	
Average	26.34	26.25	25.50	
Jan. '39	26.67	26.29	25.52	
Feb. '38	31.56	31.13	30.90	

One of the troubles of this modern age is that too many people are spending money they have not yet earned for things they do not need, to impress people they do not like.

Cream Market Weak

THE PRICE of market cream meeting all sanitary requirements prevailing in the Philadelphia area continued unchanged for the week ending February 25 at \$11.50-12.00 per can (40-qt.) of 40 percent cream. However, other fresh cream ranged down to as low as \$10.50 per can, frozen cream being reported as low as \$8.50 per can.

In terms of 4 percent milk this \$12.00 price would be equivalent to about \$1.45 per hundredweight f.o.b. dealer's plant and without any consideration of handling costs. The value of the skimmilk derived from separation usually is allowed to cover such expense. In terms of 4 percent milk the frozen cream price would be about \$1.03 per hundredweight. These prices are considerably lower than the February Class II price of \$1.51 which will be paid for milk going into cream for fluid sales and for ice cream.

Milk receipts in Philadelphia for the four-week period ending February 25, were up about 2.5 percent over the same period the previous year according to government reports. The February, 1939, receipts were 565,339 cans compared with 551,199 cans for the same four-week period of 1938. Cream receipts were only slightly larger than a year ago or 15,429 cans (40-qt.) of 40 percent cream this year compared with 15,382 cans a year ago.

Butter prices remain unchanged during the month at 26 1/4 cents per pound for 92-score butter in New York, 25 1/2 cents in Chicago, with the Federal Surplus Commodities Corporation still purchasing excess butter whenever the market appears unstable. Stocks of butter in cold storage in ten leading markets in the United States amounted to approximately 86,591,000 pounds on February 27, compared with 11,568,000 pounds for the same week day last year.

Storage stocks of cheese for the entire country as of February 1 were somewhat higher than a year ago. There were 106,450,000 pounds of cheese in cold storage on February 1 this year compared with 93,497,000 pounds on the same date in 1938. Government reports are not yet available which would give us detailed information on last month's evaporated and condensed milk market, nor on the dry milk market. Frequently these reports are not available until after the REVIEW goes to press.

Fluid milk prices during February have shown some decline. There was a decrease of 76 cents in the price of Class I milk in the Pittsburgh market. In Colorado Springs

the Class I price was down 45 cents, in all New Jersey markets it was down 38 cents, the former price of \$2.76 being restored on February 25 and another reduction of 14 cents being instituted in North Jersey markets on March 4. The Akron, Ohio, price was down 27 cents.

A decrease of 10 cents per hundredweight was reported for Cumberland, Maryland, Pueblo, Colorado, and Seattle, Washington. The Pittsburgh retail price was cut 2 cents, to 11 cents for grade B milk. Some price increases did take place in other markets, however, which are of particular interest. In Boston, this increase was 26 cents per hundredweight on Class I milk and in the Lawrence and Lowell, Massachusetts, markets it was increased 38 cents per hundredweight, effective January 16. The retail price in both markets was advanced 1 cent per quart. These increases resulted from the recent signing of an agreement inaugurating the Federal-State Milk Marketing program and the prices will hold until May 1, 1939, when they will be reduced 40 cents per hundredweight.

The Fluid Milk Price report for February, 1939, discusses this past winter's production as follows: "Continued heavy milk production in January and February, due to moderate winter weather and plenty of feed, has caused an increase in the surplus supply in a number of the more important fluid milk markets." This report is issued by the Bureau of Agricultural Economics, United States Department of Agriculture.

Fluid milk sales during January decreased 1.93 percent from January, 1938, according to reports received from distributors in 136 markets of the United States and compiled by the Milk Industry Foundation. In January, the daily average sales totaled 6,305,687 quarts compared with 6,429,660 quarts in January, 1938. Milk company payrolls in January, as reported by the same authority, decreased 4.55 percent and employment of those companies decreased 3.58 percent compared with January a year ago.

In the Philadelphia market, according to the most complete information we have been able to obtain, fluid milk sales have decreased approximately 5.5 percent in January, 1939, as compared with January, 1938. This decrease was undoubtedly caused in part by the relatively unfavorable purchasing power of the Philadelphia consumer. If this drop-off in milk consumption is truly indicative of actual conditions, then we can expect consider-

ably larger volumes of milk going into manufactured dairy products the next year, as milk production generally is running considerably ahead of a year ago.

Meeting Calendar

March 8—New Castle County Delegates—Middletown, Del.
March 14-15—Northeastern Dairy Conference—Ten Eyck Hotel, Albany, N. Y.
March 20—Cecil County Delegates—Elkton, Md.
March 21—South Jersey Inter-State Milk Market Advisory Committee—Glassboro.
March 23—Wilmington Inter-State Milk Market sales committee—Newark, Del.
March 29—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
April 20—New Jersey Milk Control Board—public hearing, Trenton, N. J.

Keeping Milk Cans Dry Prevents Bacterial Growth

Damp or wet milk cans kept in a warm room are ideal places for bacteria to grow and multiply. An experiment conducted by the Bureau of Dairy Industry showed, in ten tests, an average of 13,000 bacteria on the inside of freshly washed 5-gallon milk cans. In these tests two cans were treated exactly alike, including complete drying after washing and sterilizing. One was then wet with sterile water and the lid placed on it; the other can was stored dry.

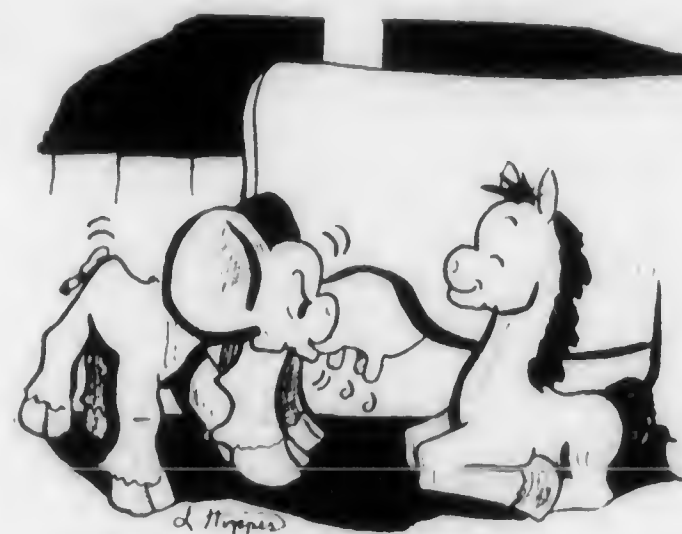
Starting with an average count of 13,000 bacteria in the freshly washed cans the number increased, in twenty-four hours, to an average of 126,000,000 in the wet can and to 17,000 in the dry can. As a 5-gallon can will hold 18,920 cubic centimeters of milk it is readily figured that if the wet can were filled with milk there would be 6660 bacteria waiting to get into each cubic centimeter of milk put in the can.

This report, published by the Ohio Agricultural Experiment Station goes on to state:

"All dairy utensils should be washed immediately after use. First they should be rinsed with cold or lukewarm water, then washed with hot water containing a mild alkali washing powder (not a soap powder) and a good stiff brush that will get into the corners. A cloth is not suitable. Finally, the utensils should be rinsed with scalding hot water, steamed if possible, and inverted on a clean rack to dry.

"Rinsing utensils with a chlorine solution containing 100 parts per million of available chlorine and draining thoroughly just before use will aid materially in reducing the numbers of bacteria in the utensils."

Burdens cheerfully borne soon vanish.



Milk Shed Ranks High In Bangs Testing

More than 10,000,000 cattle in this country are now under supervision in the Bang's disease control program of the Federal Bureau of Animal Industry in cooperation with the various states. This report covers December 31, 1938. The number of herds included in that program totals 1,202,000. On that date another 1,015,000 cattle were on the waiting list for a test.

Comparing the number of cattle under supervision or awaiting test on December 31, Pennsylvania ranks among the leaders with 726,000 head. Delaware and Maryland also rank high in proportion to their total cow numbers, with 25,000 and 132,000 head respectively, under supervision or awaiting test. In total number of cattle involved Wisconsin and Minnesota rank 1 and 2 for the country, also maintaining corresponding rank in the number of negative cattle and in the number of blood tests applied during the 54 months since the inauguration of this program.

Pennsylvania tested herds contain more than 813,000 negative cattle; Maryland more than 170,000; New Jersey, 58,000; and Delaware, 43,000.

A study of the tabulation of the results of tests during the four and one-half years shows but little variation in the number of reactors in the various sections of the country. The states with relatively few cattle or that are not active in dairying seemingly have about the same extent of infection as the more important dairy sections.

Ask Higher Price

The Sanitary Milk Producers, which represents the organized producers in the St. Louis milk shed, has requested higher prices in the amendments which are now being considered for the St. Louis marketing order.

It is stated that the present supply of milk in the St. Louis area is perhaps the lowest on record and

furnishes proof that the present prices paid in that area are too low to bring in the supply of milk necessary to meet the demands of the market.

The producers are requesting that the price be increased from \$2.10 to \$2.45 per hundredweight. Testimony was presented showing that the standard milk ordinance recently initiated in that market had increased production costs by at least 50 cents per hundred pounds.

"I say," said the novice, who was being given a demonstration in a used car, "what makes it jerk so when you first put it into gear?" "Ah," said the salesman, "that proves it to be a real car—it's anxious to start."

She: "If you don't leave this room immediately, I'll call the whole police department to put you out."

Ardent Sailor: "My love, it would take the whole fire department to put me out."

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Tried and Tested

The revolving plan now frequently practiced in financing cooperative activities is said to have originated in Holland about 150 years ago. In that instance employees in a work shop were paid a bonus on stock of the company which was retired on a revolving basis.

The first widespread application of this principle in this country began with Pacific Coast cooperatives in 1918, according to E. A. Stokdyk, Deputy Governor of the Farm Credit Administration. Mr. Stokdyk stated that this method of financing differs from ordinary financing in that it provides constant addition to capital and periodic retirement of portions of the capital.

He explained further that with this plan the members finance their cooperative's operations in propor-

tion to their interest therein and their equities in the cooperative business are established on the same basis.

"What it really amounts to," Mr. Stokdyk stated, "is that part of a member's returns on his products or savings on his purchases is invested in the assets of his association. A sound financing program of this type makes outside credit more easily available. Initial capital, of course, is subscribed and paid for in the same manner that is usual for many business enterprises."

Keep doing some kind of work, that the devil may always find you employed.

Why do so many people try to live up to their "yearned" income?

Ask Cream Inspection

A bill calling for state cream inspection has been filed with the Massachusetts state legislature. Back of the bill is the Federation of Massachusetts Dairy Cooperatives.

It is estimated that passage of the bill would increase the annual income of New England dairy farmers by about \$584,000 per year and would affect principally the Boston market, which is reported as being the only large eastern market to which uninspected cream can now be shipped.

"I have found out one thing today," said the city man who had found a job on a farm.

"What's that?" said the farmer. "That the man who says the cow gives milk is a liar."

INTER-STATE Milk Producers Review

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Picture by H. Armstrong Roberts

Helping Class I Sales

Northeastern Dairy Leaders Study Area's Milk Problems

FARM LEADERS from ten northeastern states met at Albany, New York, on March 14-15, for the Northeastern Dairy Conference. This year's conference met under unusual circumstances in that happenings in the New York milk shed were occurring almost hourly.

Early in the first day's session New York's Commissioner of Agriculture and Markets, H. V. Noyes, combined with his welcome to the delegates the statement that the deadline for sign-up of milk dealers to a voluntary marketing program had failed by two percent to reach the ninety percent mark which had been set. Because of this failure the contracts already signed up with milk dealers automatically became inoperative.

Later the same day the Conference was informed that the United States Department of Agriculture had officially suspended the New York City marketing order as of February 1, pending the outcome of an appeal to the United States Supreme Court on the opinion handed down in February by United States District Judge Frank Cooper.

Why Milk Control

These developments naturally generated considerable discussion on the future of milk control. It seemed to be almost the unanimous opinion of those at the Conference that milk control of some type is necessary, delegates citing the refusal of a small minority of milk dealers to recognize any voluntary program of orderly marketing.

Commenting on this situation Fred H. Sexauer, president of the Dairymen's League, stated: "In this struggle, in the last ten days, there has been a laying bare, a disclosure of dealers' methods to divide farmers. The distributors who haven't signed contracts," he said, "are the same ones who have broken or tried to break down every constructive effort of dairymen."

Similar sentiments were voiced by S. W. Tator, Administrator of the Boston milk market. He told the delegates of the background of the Federal order in the Boston market and the court decision upholding it. He stated:

"Don't think, though, that we haven't had our troubles. Every legal action that it is possible for lawyers to think of, has been invoked against us by the 31 handlers, including the biggest ones in our

market, and \$3,000,000 of farmers' money is still tied up in the courts waiting for a final decision from the U. S. Supreme Court.

"We still have some hard work ahead but we are nearer to the point of working out a successful plan than we have ever been before. Just the same as in New York, the dealers who are opposing it are the same ones who have always opposed any constructive, cooperative effort among our producers."

Price and Consumption

Howard G. Eisaman, Chairman of the Pennsylvania Milk Control Commission, discussed at the Conference the effects of price changes on consumption. He cited consumption records on various Pennsylvania markets preceding and following price increases and decreases. He also discussed the effects of payrolls and employment indexes with relation to changes in consumption. Briefly, it may be said that the results were so conflicting that it seemed that there is very little relationship between consumption and price changes of one cent per quart. He cited that increases in sales had been reported in some markets while the amount of payrolls were actually decreasing.

Another instance cited by him was that, following a two-cent increase in consumer price at Pittsburgh, there was a small drop in sales of a certain group of dealers, but that the same dealers had been experiencing a decrease in sales before the price increase.

Labor Costs Going Up

L. C. Cunningham, Economist at Cornell University, reported on changes in cost of producing milk. His report was based on detailed studies of the last twenty years and less complete reports on the preceding fifty years.

Looking at costs over a long period of time he reported that there is a trend toward more grain and less labor per unit of milk produced. These changes have accompanied increases in production per cow.

Cunningham stated that, "There has not been much change over a long period of time in the amount of milk required to buy a ton of typical dairy ration in New York. The labor situation is different, however. During the past 75 years the amount of milk required to pay a month's wages on New York farms has about doubled."

Charles W. Holman, Secretary of the National Cooperative Milk Producers' Federation, reported on disease control. He brought to the attention of the delegates present that, effective May 1, 1939, the United States Government will pay indemnity for Bang's disease only when the Federal indemnity is matched in amount and on the same basis by the state government. He stated that \$52,000,000 of Federal money has been spent on the Bang's eradication program since its start six years ago.

Stronger Cooperatives

Throughout the Conference it was evident that there is a strong feeling that dairy cooperatives are gaining in strength and prestige. Cooperative leaders and governmental milk officials alike were agreed that milk control legislation can not take the place of cooperatives. The two groups supplement each other's efforts and only through their own organizations controlled by them can producers hope to be heard before control agencies.

Many of us think politicians are funny. Any one of us would be funny too, if we were constantly straddling a fence and at the same time keeping one ear on the ground.



Julian Hovermale, Berkeley Springs, W. Va., wins a place in the Review picture contest with this picture of the water wheel, pond and swans. The water wheel generates electricity for nearby buildings.

A Penny Saved Is a Penny Earned

Exactly 1,092,068 pounds of milk were rejected last year by just one company, mostly for flavor or sediment. If this milk were worth only the Class III price of the market it would have returned to producers, at \$1.20 per hundred-weight, \$13,104.82 more than they did receive.

There's a moral to the story at this time of year.

O. H. Hoffman

Sediment Rejections—Causes and Preventives

THE SEDIMENT test is a rather good indicator of the care given milk in every step of its handling. During the past several weeks some producers have been faced with a three-day lay-off because of sediment tests which showed an undue amount of contamination in the milk.

Inquiry has revealed that the most frequent causes of unsatisfactory sediment tests are:

1. Cows not clean, usually due to the hair on flanks and udders being too long.
2. The udders not being wiped off with a damp cloth immediately before milking.
3. Dust in the barn due to feeding hay or disturbing bedding too shortly before milking.
4. Forcing milk through the strainer or causing a break in the strainer pad by jarring the strainer.
5. Milk cans or utensils being exposed to dust.
6. Water containing silt used in washing utensils.

It is evident that each one of these sources of trouble can be eliminated by proper attention. Certain precautions should be followed and rigid care exercised that every possible source of contamination be eliminated. We should look upon our barns as food manufacturing plants and exercise care accordingly.

Precautions that should be followed are:

1. Keep the cows clean. This involves providing adequate bedding and also clipping the udders and flanks of the cows whenever the hair becomes too long.
2. Avoid handling hay, corn stover, bedding or any dusty feed in the barn for at least two or three

hours previous to milking, thus reducing dust in the air to the minimum.

3. Clean the udders of each cow immediately before milking; a damp cloth is necessary for this purpose, one cloth being used for not more than two or three cows.

4. Insist on dry-hand milking and clean clothes on milkers.

5. Give careful attention to the milk cans, pails and strainers. Protect them from dust and inspect before using, rinsing if any trace of dust is found.

6. Make sure that water is absolutely free from sediment.

7. Be very careful that the strainer is in good condition, that is, that the strainer pad is held firmly and evenly and the pad is slightly larger than the disc which holds it in place.

8. Strain the milk promptly. Never jar the strainer to force the milk through, as this will break a channel through the strainer pad and straining will be ineffective. Should the milk fail to run through the strainer, promptly replace with a fresh pad.

9. Protect the milk from dust while on the loading platform and see that the milk truck has a clean, tight floor and tight side walls and top to prevent entrance of dust.

When the cans, pails and strainer are rinsed before milking, it is recommended by many that a chlorine solution be used for this rinsing. This solution will destroy any bacterial contamination, as well as remove dust. The same solution can then be used in wiping the cows' udders, it also being preferable to water alone for that purpose.

Country Life Conference Meets at Penn State

The 1939 sessions of the American Country Life Association will be held at Pennsylvania State College, August 30 to September 2. Chris L. Christensen, dean of the Wisconsin College of Agriculture, is president of the Association.

Dean Christensen states that the general theme of the Conference will be "What's Ahead for Rural America?" and that in addition to thinking about what's ahead in rural culture there will be general discussions of two questions, as follows:

"What's ahead in the relation of the farm group to labor and industry?"

"How can we advance the idea of 'continuing education' in rural America?"

"Special attention to the development of a native rural culture will be the feature of this year's meeting," says Dean Christensen. "Folk games, folk drama, music, painting, and the literature of rural life, as found in the United States, Canada and Denmark, will be prominent on the program."

Brandt Honored

John Brandt, president of Land O' Lakes Creameries, was one of five persons upon whom the University of Wisconsin conferred honorary recognition as a leader in farm activities.

He is credited with having applied business judgment and business principles to the marketing of dairy products, also taking an active interest in planning the improvement of farming conditions and the betterment of rural living.

A man's time is his property - therefore the wise man always improves it.

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5. Wilmington - Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Butter Sales Program Stresses Food Value

The fourth week of special butter merchandising effort has been planned by the National Association of Food Chains. During this week of March 30 to April 5, chain stores over the entire country will again put on a special drive to sell butter, hoping that in this manner the consumers will be made more conscious of the economy and real food value of butter and that it will help put the butter industry on a sounder basis

for entering the new production year.

In this connection, it is well to call to the attention of all farmers who depend upon dairy products in any form for a part of their income that it is especially good business to use abundant supplies of butter and other dairy products.

Level Production

Two days of deliberations were carried on by a special committee from the Board of Directors of the Inter-State Milk Producers' Cooperative in the development of a level production plan which is designed to help the market situation in the Philadelphia milk shed. This committee was authorized at the March meeting of the Board of Directors and serving on it are: Charles Hires, Jr., H. K. Martin, J. D. Reynolds, John Carvel Sutton, and Howard W. Wickersham, with President B. H. Welty also working with them.

The features considered by this committee were, in many respects, the same as had been developed previously and discussed with members in the field. However, some changes were advocated so as to fulfill more nearly the function of levelling out production and at the same time assuring an adequate supply of milk when the market is most likely to be short. In brief, it was proposed that each producer's quota be determined according to his average production during ten months of the preceding years, omitting May and June.

A level production program is designed to smooth out, if not eliminate, the fluctuations of each producer's portion of the Class I sales of the market. In other words, with such a program in operation the other fellows "ups and downs" in production will not affect an individual producer's share of the Class I sales.

It is felt that the plan as now conceived will meet both the practical and legal objections which have been raised concerning previous proposals. The demand from producers is quite general that such a plan be put into effect as soon as possible and efforts are being made in that direction.

Friends of John Carvel Sutton will be sorry to learn that while working with this committee on March 29, he was taken ill and as we go to press is still confined in the Jefferson Hospital, Philadelphia, but is recovering rapidly.

You cannot push anyone up a ladder unless he is willing to climb a little himself. —Andrew Carnegie.

Minority Rule Breaks New York Milk Price

On another page of the REVIEW will be found a brief summary of developments in the New York milk shed. These difficulties are so near home that they are of direct interest to members of the Inter-State whether or not our milk goes to New York City.

The marketing plans which were set up in New York and in Boston, the legality of both of which is to be argued before the United States Supreme Court, are of fundamental importance to dairymen everywhere. Upon the Supreme Court's decision will depend whether or not milk producers and the majority of milk dealers can establish a program of orderly marketing.

As one up-state New York newspaper stated, the present deplorable conditions in the New York milk market are a result of minority rule, this minority being those milk dealers who handle only about 12 percent of the milk in New York City.

In other words, 88 percent of the milk dealers were in favor of orderly marketing, but 12 percent apparently wanted to chisel and play one group of producers against another so as to break the whole market structure wide open. Fully 60,000 producers are the victims of the un-American attitude of those milk dealers who handle a measly 12 percent of New York City's milk supply.

We await with intense interest the Supreme Court's decision and have every confidence that it will uphold the right of majority rule for orderly milk marketing.

Men are disturbed, not by the things that happen, but by the opinions of others about the things that happen.

Reading Placed In Separate Marketing Area

The Pennsylvania Milk Control Commission has established a separate milk marketing area for Reading and vicinity, known as area 15. This area will include all cities, incorporated boroughs and first-class townships in Berks county having a population in excess of 1000 persons, also including the areas within three miles from the limits of those towns.

Reading was formerly included in area 6 known as the Lehigh Milk Marketing area. The change was asked for by the milk dealers in the Reading area.

The change in these marketing areas becomes effective on April 4, 1939.

Butter Trade Unduly Concerned

The actions of the butter market have been highly interesting since March 9 when governmental support of the butter price was withdrawn. The butter price had been not less than 26 1/4 cents a pound for 92-score butter at New York since July 18, and had been at least 26 cents for five weeks previous to that date. In fact, except for a brief rise in November and December, the price has been exactly 26 1/4 cents during that period.

With the withdrawal of governmental support the price dropped 4 1/4 cents in four days, with many predictions that it would drop much farther. It developed, however, that with only a small amount of storage butter being owned privately, the fresh supplies were quickly cleaned up and the price immediately started climbing, returning to 25 cents by March 23.

It is evident that the butter trade was unduly concerned about the effects of governmental stabilization. With such support suddenly withdrawn the market dropped but soon recovered most of its loss, showing that the stabilized price was not far out of line.

Some dairy trade papers took the immediate drop as conclusive evidence that the butter industry had been seriously handicapped through the price stabilization program. It would seem, however, that the principal damage may have been done to those who wished to speculate on the storage of butter.

Now Get the Answer

A committee on agricultural co-operation set up by the National Association of Manufacturers has been going out among farmers and farm leaders to find out about the questions which are troubling farmers. In its report the committee lists eight questions and states that in its belief they constitute a picture of the farm problem and must be faced frankly by all groups. The questions are:

1. Price disparity between farm and factory goods. Why does the farmer have to pay more for what he needs but gets less for what he produces?

2. Production control in agriculture and industry. Why can factories restrict production and lay off help in depressions while the farmer must continue both production and employment and take a big price cut? Can that situation be adjusted?

3. How can prices be stabilized without regimentation and centralized control of both industry and agriculture.

Guard Against Garlic

In the March issue of the REVIEW we called attention of our readers to Charlie McCarthy's statement that "There is no such thing as 'just a little' garlic". This question is of such vital importance we feel called upon to repeat briefly the warnings given at that time.

Before giving these precautions, however, we want to stress that when a consumer detects the flavor of garlic in fluid milk or cream she is likely to hunt up another milk man or reduce her purchases of milk, perhaps both.

The following precautions, if followed, will reduce, if not entirely eliminate, garlic trouble:

1. Keep cows entirely off of garlic infested pasture.
2. If such pasture must be used remove cows from the pasture at least six hours before milking.
3. Divide the herd, if possible - putting dry cows and young stock on garlic infested pasture and the milking herd on clean pasture.
4. If taste or smell reveals garlicky milk, do not send it to the milk plant but attempt to find some other manner of using the milk at home. This will save expense and trouble and will also help preserve the high quality of milk going through the plant.

Garlic seems to grow up earlier and faster than pasture grasses and therefore when cows are allowed on garlicky pastures too early in the spring they will have nothing but garlic to eat. If the cows are kept off such pasture until the grass has a chance to develop much of the danger of garlicky milk will be eliminated, but even then precautions must be followed.

4. Why does farm machinery cost more now than it used to cost although the farmer must accept less for what he produces?

5. Farm surpluses. How can they be utilized? Is the answer more export markets, further industrial utilization, crop control, or by some other approach?

6. Tariff. The farmers feels that he buys on a protected market and sells on a world market. Is the answer lower industrial tariffs, higher farm tariffs or making effective existing farm tariffs?

7. Reciprocal trade treaties. Are they helping or hurting the farmer?

8. Soil Conservation. Is this properly a matter of national economy or simply a matter of good business for the farmer and therefore a local problem?

This committee has determined the most pressing questions. The next thing is to find satisfactory answers to those questions.

A Scotsman was viewing a new motor car, but all the salesman's eloquence failed to bring him to the purchasing point.

"Look here, sir," he said finally. "To prove what a good car this is, I'll throw in the clutch."

"I'll tak' it," said the Scot triumphantly. "I knew if I held out long enough I'd get something for nothing."

Revolving Capital Adapted to Cooperatives

The revolving plan, E. A. Stokdyk, Deputy Governor of the Farm Credit Administration, recently told stockholders in the Midwest Producers Creamery, Inc., is particularly adapted to cooperative enterprises and it is being widely adopted by farmers' marketing and purchasing organizations. It differs from ordinary financing in that it provides constant addition to capital and periodical retirement of portions thereon.

According to Dr. Stokdyk, the idea originated in Holland some 150 years ago where employees in a workshop were paid a bonus in stock which was retired on a revolving basis. The first widespread application of the principle in this country began with Pacific Coast cooperatives in 1918. Members of these groups contributed capital to their associations in proportion to the volume of business they placed through them each year.

You can't do the right thing the wrong way.

In 1937 Pennsylvania again led all states in the production of ice cream, manufacturing 39,449,000 gallons. New York ranked second with 38,555,000 gallons and Ohio was third with a total of 18,623,000 gallons.

Prices Paid for 4.0% Milk f.o.b. Philadelphia

Weighted Averages, Feb., 1939

Abbotts Dairies	\$2.36
Baldwin Dairies	2.31
Breuninger	2.73
Wm. Engel Dairy	2.73
Gross Dairy	2.76
Hamilton Dairies	2.66
Hutt & Kempf	2.50
Missimer	2.65
Mosebach Dairies	2.25
Scott-Powell	2.43
Supplee-Wills-Jones	2.39
Sypherd Dairies	2.60

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, Class I Grade B, February 1-24, \$2.38; February 25-28 and March, \$2.96; Class I Grade A, the Grade B price plus butterfat and bacteria bonuses, or \$3.08 February 1-24, February 25-28 and March, \$3.46.

Class II, February 1-24 and March 4-31, \$1.75; February 25 to March 3, \$2.00. Class III, Feb., \$1.25; March, \$1.17.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the amount of the bonus or premium should be added to quoted price. These bonuses for "A" producers are either 40 cents or 25 cents, depending on bacteria count, and an extra 2 cents per point (0.1%) butterfat above 3.7 percent (in New Jersey above 3.5 percent) and are paid on as much total milk as is sold by the distributor as "A" milk. Both the bacteria and butterfat bonuses must be earned to be eligible for either. These bonuses average about 25 to 40 cents on all milk on which they are paid. Several manufacturers also pay bonuses, any producer supplying them being eligible. These bonuses are most frequently paid for special cooling, for meeting certain sanitary regulations, and for quantity production. Individual producers may earn up to 25 to 30 cents bonus per 100 pounds of milk.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡February only.

Class III Prices—4.0% Milk

MARKET	FEB.	MARCH
Phila. (Penna. rec. sta.)	\$1.10	\$1.02
Md. & Del. Stations	1.12	1.05
Other Penna. Markets	1.10	1.02
Wilmington	1.12	1.05

Average price 92-score butter at New York:
February, 26.25¢ per pound
March, 24.30¢ per pound

The February average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages February, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies	64.5		12	23.5	81% of Class I
Baldwin Dairies "A"	63		13	24	
Baldwin Dairies "B"	61		15	24	
Blue Hen	64.1		10.8	25.1	
Breuninger Dairies	84		12	4	
Clover Dairy Company	67.94		11.54	20.52	
Delchester Farms	58		42		
Eachus Dairy	82.54	11.08	6.38		
Engel Dairy	84		12	4	
Fraims Dairies	70.65		13.28	16.07	
Gross Dairies	85.34		14.66		
Harbison Dairies	78		12	10	68% of Prod.
Hamilton Dairies	78.62		20.6	.78	
Harshbarger	64.5	10		25.5	
Peter Hernig	57		43		
Hoffman—Huntingdon	36.5	7.5	56		
Keith's Dairy	83	10.5	6.5		
Martin Century Farms	*79.73		*20.27		64.95% of Prod.
Meyers Dairies	70		30		80% of Prod.
Missimer Dairies	77.7		22.3		
Mt. Union 1-15	76	7		17	
16-31	85	8		7	
Nelson	64		21	15	
Penn Cress	48.4	3	48.6		
Scott-Powell	64		32	4	80% of Prod.
Stegmeier, Clayton	51	4	45		
Supplee-Wills-Jones	65.38		15.57	19.05	74.95% of Class I
Sypherd's Dairy	74.3		24.8	.9	
Turner & Wescott	60		40		
Waple Dairy	74.3	8		17.7	
Wawa Dairies	66		20	14	
Williamsburg Dairy 1-15	92	8			
16-28	92		8		

NEW JERSEY

	Norm	Cream	Excess Balance
Abbotts "A"	83	17	
"B"	81.5	18.5	
Castanea Dairy "A"	89	11	
"B"	73	27	
Scott-Powell (a)	91	9	
Suburban Dairies "A"	78	22	
"B"	87.2	12.8	
Supplee-Wills-Jones	100		

*Martin Century paid February, Class I, 63.15% at \$2.79; and 16.58% at \$2.98; Class II, 16.05% at \$1.47; and 4.22% at \$1.51. (Prices are for 4% Grade "B" milk, f.o.b. Lansdale.)
(a) Grade A bonus paid on 54.5% of Norm.

Feed Price Summary for March, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	March, 1939 (\$ per T.)	February, 1939 (\$ per T.)	March, 1938 (\$ per T.)	% Change March, 1939 compared with Feb., 1939	% Change March, 1939 compared with March, 1938
Wheat Bran	29.48	27.89	32.12	+5.70	-8.22
Cottonseed Meal 41%	35.03	35.93	35.50	-2.50	-1.32
Gluten Feed 23%	27.05	27.81	34.20	-2.73	-20.91
Linseed Meal 34%	49.33	49.30	50.83	+ .06	-2.95
Corn Meal	28.51	31.02	30.79	-8.09	-7.41
Mixed Dairy Rations: 16%	30.94	30.75	33.10	+ .62	-6.53
24%	35.89	35.71	38.09	+ .50	-5.78
32%	38.41	38.53	40.22	- .31	-4.50
Brewer's Grains	26.71	27.82	31.52	-3.99	-15.26

"Rastus says Parson Brown done ketch 'im in Farmer Smith's chicken coop."

"M-m, boy! Don't Rastus feel 'shamed?'"

"Nossuh, de parsons am de one what feel 'shamed. He can't splain how come he ketch Rastus dar!"

"I paid \$100 for that dog. He's part collie and part bull."

"What part is bull?"

"The part about \$100."

Reputation is never completely earned—it is a continued responsibility.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

February Averages and February and March Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in February	Class I Price Feb. and March	Class II Price Feb.	Class III Price March
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.51	\$1.42
Abbotts Dairies, Inc.	Coudersport, Pa.	\$1.97	2.38	1.43	1.34
" "	Curryville, Pa.	2.02	2.47	1.44	1.35
" "	Easton, Md.	2.08	2.56	1.42	1.35
" "	Goshen, Pa.	2.13	2.63	1.46	1.37
" "	Kelton, Pa.	2.14	2.65	1.47	1.38
" "	Kempton, Pa.	2.12	2.62	1.46	1.37
" "	Oxford, Pa.	2.14	2.65	1.47	1.38
" "	Port Allegany, Pa.	1.97	2.38	1.43	1.34
" "	Spring Creek, Pa.	1.94	2.34	1.42	1.33
Blue Hen Farms	Wilmington, Del.	2.23	2.77	1.62	1.55
Breuninger Dairies	Richlandtown, Pa.	2.42	2.62	1.46	1.37
Centerville Prod. Co-op.	Centerville, Md.	1.70			
Clover Dairy Company	Wilmington, Del.	2.30	2.77	1.62	1.55
Delchester Farms	Edgemont, Pa.	2.36	2.98	1.51	1.42
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.51	1.42
Eachus Dairy	West Chester, Pa.	2.68	2.85	1.36	1.27
Fraims Dairies	Wilmington, Del.	2.35	2.77	1.62	1.55
Harbison Dairies	Brandtsville, Pa.	2.33	2.62	1.46	1.37
" "	Byers, Pa.	2.33	2.62	1.46	1.37
" "	Carlisle, Pa.	2.33	2.62	1.46	1.37
" "	Hurlock, Md.	2.28	2.56	1.42	1.35
" "	Kimberton, Pa.	2.33	2.62	1.46	1.37
" "	Massey, Md.	2.29	2.58	1.42	1.35
" "	Millville, Pa.	2.23	2.50	1.45	1.36
" "	Rushland, Pa.	2.33	2.62	1.46	1.37
" "	Sudlersville, Md.	2.29	2.58	1.42	1.35
Harshbarger, J. E.	Altoona, Pa.	2.41	2.96	1.36	1.27
Hernig, Peter	Boiling Springs, Pa.	2.10	2.58	1.46	1.37
Hershey Creamery	Greencastle, Pa.	1.30			
Hershey Chocolate	Shippensburg, Pa.	1.40			
Highland Dairy Co.	Chester, Pa.	2.60			
" "	Doe Run, Pa.	2.33			
Hoffman's Dairy	Altoona, Pa.		2.98	1.51	1.42
" "	Huntingdon, Pa.	1.93	2.85	1.36	1.27
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.51	1.42
Keith's Dairy	Altoona, Pa.	2.78	2.96	1.36	1.27
Martin Century Farms	Lansdale, Pa.	2.56	2.98	1.51	1.42
Miller-Flounders	Chester, Pa.	2.60	2.98	1.51	1.42
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.51	2.85	1.36	1.27
Nelson Dairy	Jeffersonville, Pa.	2.39	2.98	1.51	1.42
Pebble Hill Dairy	Doylestown, Pa.	2.57	2.98	1.51	1.42
Penn Cress Ice Cream Co.	Cresson, Pa.	2.16	2.96	1.36	1.27
Scott-Powell Dairies	Clayton, Del.	2.16	2.60	1.42	1.35
" "	New Holland, Pa.	2.22	2.66	1.47	1.38
" "	Pottstown, Pa.	2.25	2.71	1.47	1.38
" "	Snow Hill, Md.	2.06	2.44	1.42	1.35
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.14	(\$2.14 for all milk in Feb.)		
Stegmeier, Clayton	Tamaqua, Pa.	2.21	2.96	1.36	1.27
Supplee-Wills-Jones	Bedford, Pa.	2.05	2.47	1.44	1.35
" "	Centerville, Pa.	1.99	2.34	1.42	1.33
" "	Chambersburg, Pa.	2.10	2.55	1.45	1.36
" "	Duncannon, Pa.	2.15	2.62	1.46	1.37
" "	Hagerstown, Md.	2.06	2.49	1.42	1.35
" "	Harrington, Del.	2.12	2.58	1.42	1.35
" "	Huntingdon, Pa.	2.09	2.53	1.45	1.36
" "	Leaman Place, Pa.	2.18	2.67	1.47	1.38
" "	Lewistown, Pa.	2.10	2.55	1.45	1.36
" "	Mercersburg, Pa.	2.10	2.55	1.45	1.36
" "	Mt. Pleasant, Del.	2.12	2.58	1.42	1.35
" "	Nassau, Del.	2.10	2.55	1.42	1.35
" "	Princess Anne, Md.	2.05	2.47	1.42	1.35
" "	Red Hill, Pa.	2.18	2.67	1.47	1.38
" "	Townsend, Del.	2.12	2.58	1.42	1.35
" "	Waynesboro, Pa.	2.10	2.55	1.45	1.36
" "	Worton, Md.	2.12	2.58	1.42	1.35
" "	Zieglerville, Pa.	2.18	2.67	1.47	1.38
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Turner & Wescott	Glen Roy, Pa.	2.18	2.65	1.47	1.38
Waple Dairies	Tyrone, Pa.	2.48	2.85	1.36	1.27
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.22	2.98	1.51	1.42
Ziegler Dairy Co.	Reading, Pa.		2.85	1.36	1.27

Secondary Markets

TRENTON

Following the rapid succession of price changes during February and March, the New Jersey Milk Control Board has called a hearing at 10:00 A. M., April 20, at the War Memorial Building, Trenton, to consider prices, store differentials, the price of milk in single service containers, a higher price for high-testing B milk, and basis of bonus payments for A milk.

The supply of milk in the Trenton market is plentiful and as a result a meeting of producers, Castanea Dairy Company officials and representatives of the New Jersey Milk Control Board was held to discuss the situation. After discussing the problem from every angle all parties agreed to a ten percent reduction in norms, effective during March, April, May, and June, thereby bringing the norms approximately in line with consumer requirements.

The Trenton producers' committee continues its schedule of meeting on the last Wednesday of each month and Frederick Shangle, market manager, is in his office every Tuesday morning.

ALTOONA-HUNTINGDON

The Executive Committee for the Altoona-Huntingdon market met on March 28 and discussed local market conditions at some length. It was reported that in the four counties only four members were at present without markets for their milk.

A price reduction is being talked of among the distributors, with the proposal that the retail price be reduced one cent per quart. This was discussed at some length at the committee meeting and the opinion was practically unanimous that if any reduction should be found necessary the producers, and dealers should share it alike.

LANCASTER

The recent decision which declared invalid the New York City milk marketing agreement will greatly affect the price received by producers in this area, a part of whose milk goes to New York City.

An all day county-wide Inter-State meeting was held March 22, with about 200 present from District 7. The members and other producers present heard H. K. Martin, director from District 7, and B. B. Derrick, secretary-manager of the Maryland and Virginia Milk Producers Association, who

outlined recent developments in the Washington market and stressed the need for strong dairy cooperatives. E. M. Harmon, Administrator of the New York marketing order, described in detail the conditions existing in that market and the present status of control; while Howard G. Eisaman, chairman of

the Pennsylvania Milk Control Commission, discussed similar subjects with relation to Pennsylvania. Field Representative Dudley Winter put on his magical moments performance.

Charles E. Cowan, market manager, has found it necessary to spend much of his time finding new markets for producers and especially taking care of those who are moving to new farms.



Setting an excellent example. Mrs. W. C. Branstetter, Tyrone, Pa., sends us this proof that all the surplus milk is not shipped to market.

New York Market Breaks

AS EXPECTED, the situation in the New York City milk shed has degenerated most deplorably since the Federal-State milk marketing order was declared invalid by a United States district judge.

Attempts were made to obtain voluntary cooperation of at least 90 percent of the milk dealers to carry on the provisions of the marketing order. Signatures were obtained from approximately 88 percent and, therefore, the other contracts were declared inoperative and everyone was put on his own. The announcement of the failure to get the required number of contracts was made on March 14 and on the same day the Secretary of Agriculture announced the suspension of the Federal marketing order as of February 1.

Price Drops to \$1.60, F. O. B.

The immediate effect was to drive the price of Class I milk down from \$2.45 per hundred pounds to 3.5% milk in the 200 mile zone to as low as \$1.60 per hundred pounds delivered in New York City in tank car lots.

It was reported that the morning after this announcement was made 18 tank trucks were drawn up along one road north of New York City, awaiting orders as to where to go with the milk. If previous tactics were used some of this milk was probably peddled in the city at any price.

Recent reports indicate that milk is being sold in New York for even

less than \$1.60. Under the marketing order the price for milk for manufacturing purposes had ranged from \$.85 to \$1.35 and it appears that the value for manufacturing purposes will determine the price of all milk before order is restored. In many cases it is expected that milk will net producers well under \$1.00 per hundred pounds, perhaps only 70 cents.

The New York Market Administrator's report states that \$589,000 was withheld from the market adjustment fund by milk dealers who refused to comply with the order. This amount would have been paid to producers but, being kept by these dealers who did not comply, it was used either to drive down the price, which would affect the producers through lower prices, or was added to the dealers' own profits, or perhaps both.

Goes to Supreme Court

The Department of Agriculture has appealed the decision of Judge Cooper, who declared the marketing order invalid. In making this appeal it is significant that of all the cases that have reached the courts on the questions raised in the New York case, the New York decision was the only one adverse to the general plan of marketing agreements.

A decision was handed down on a similar case in the Boston market the day before the New York decision was rendered, that decision

(Please turn to page 15)

A Page For Inter-State Women

Farm Women Become Experts In Conducting Rural Meetings

FIVE YEARS ago the Extension Service of the College of Agriculture, Rutgers University, inaugurated a series of economics institutes. These institutes were held at the College in New Brunswick and were open to men who were invited from each agricultural county in the State to represent their counties. The idea was that this group would gather at New Brunswick once a week for about six or seven weeks in succession to hear and to participate in a discussion of timely political, economic and social questions. The expectation was that these men from each county would take back some of the important things they had learned to their neighbors, friends and grange and farm club members.

In the first year of the institutes, it was planned so that regional meetings were held at such points as Mount Holly, Vineland, Washington, Glassboro and Freehold. Local people who had not attended the institute in New Brunswick were invited to attend these regional or sectional meetings. The plan, however, did not turn out very successfully and was dropped the second year.

Include Women In Plans

In the meantime, let it be said that the women began to wonder why the Extension Service could not arrange a few institute meetings where they too could hear a discussion of public questions. The Extension Service always realizing that women are interested in these matters as well as men, set up a program for one day.

The next year, the institutes for the men were held at New Brunswick on about the same basis as they were in the first year. However, no attempt was made this time to hold regional meetings. Again a program for one day was arranged for the women of the State and they turned out in large numbers to hear the day's discussion of timely topics.

The third year rolled around and again the program covering six or seven meetings was scheduled for New Brunswick, on exactly the same basis as the programs had been scheduled in the two previous years. However, it was noticed that interest began to lag. Some of the farmers

W. F. Knowles, Extension Economist, New Jersey State College of Agriculture, describes for us the developments of the New Jersey rural economics institutes and the part women have played in this project.

complained, among other things, that it was too far to drive in cold weather.

We asked those who were attending the institutes if they preferred to have county or area institutes rather than the State meetings at New Brunswick. An overwhelming vote was cast in favor of the plan of "taking the institutes to the people".

Take Meetings to Counties

It occurred to us that in some cases it might be better to set up the institutes on a county-wide basis or, as conditions may justify, to ask two or more counties to cooperate in holding a regional institute.

Because of the interest shown by farm women in their discussion of these public questions, and because the Extension Service saw the possibility of carrying a program which would be of as much interest to women as to men, we proceeded in a few counties and in a few areas to set up institute committees, made up of both men and women. On some of these committees men constitute a majority, on others women outnumber the men.

For two years now, we have followed the plan of holding our institutes on a county-wide or regional basis and have cut out the state-wide institute at the College of Agriculture. On every program committee sponsoring the institute, whether county-wide or regional, women are included. It is our experience that they are just as much interested in every topic discussed as are the men. It is our experience, too, that they are just as quick in suggesting topics for discussion and are really intensely interested in certain types of questions—more so than the men.

Women are especially interested, we find, in topics dealing with our schools, Social Security, Old Age Pension, labor problems particularly labor problems dealing with migratory farm labor, and problems of local government.

They are interested not only in the discussion of the new agricultural program, but also in topics like "What Does the Future Hold for Democracies?" They are keenly anxious to hear a discussion of topics having to do with world peace.

Women are probably better on getting their people interested in institute topics than men. They are quick to encourage their fellow members of the P.T.A., grange or farm club, to attend the institute meetings. In many cases women have arranged to see that people have a means of getting to the institute meetings.

At the six institutes held this year, I should say that the women have outnumbered the men at two institutes, held their own with the men at three and were outnumbered at one in an area where there is no home demonstration agent.

Women Lead Discussions

In all the institutes women have been selected as discussion leaders or chairmen of the meetings. They have done a good job in the chair and have stimulated discussion fully as much as have the men. As a matter of fact, because of their experience in their various organizations, granges and clubs, we probably have as many, if not more, farm women who are capable of conducting a business-like institute or forum than we have farm men.

As a rule, the farm woman takes her job very seriously, acquaints herself with the subject and introduces the speakers in a very fine and stimulating way. Furthermore, many of the women chairmen have developed the technique of getting the sympathy of the audience and of making the audience feel at home. Thus, they are able to arouse interest and to encourage the asking of questions and of short talks from the floor. We believe that the women, on the whole, are just as capable of doing this as men are.

In New Jersey, the lecturers of our local granges for the most part are women. They also have cooperated with the Extension Service in discussing timely topics a list of which has been prepared for grange discussions during each of the last two years.

Market Problems Receive Directors' Attention

THE BOARD of Directors of the Inter-State Milk Producers' Cooperative held their regular meeting on March 9 and 10, this meeting being advanced one week in order to discuss proposed milk control legislation and determine an organization policy on that subject.

After a preliminary discussion the possible courses of action regarding milk control legislation were outlined as follows:

- (a) No change.
- (b) The present law may be amended.
- (c) An entirely new milk control law could be enacted.

After further discussion, which included many proposed changes in the law that had been advanced by various interested parties, it was recommended by the directors that milk control be continued and that no major change in the present law be made.

The developments in the New Jersey market, and especially those regarding the price order effective during most of February, were discussed in some detail, including present status of price orders in that state.

Conditions in Philadelphia and other Pennsylvania markets were outlined by various directors and by the management. The probable trends of production during the forthcoming several months were outlined and the possible effects on producer prices were discussed.

Handling Surplus

The surplus problems now being encountered by numerous buyers were discussed, including the daily quotas put into effect by some of the buyers, which are based on last fall's production. The amount of milk of members above these daily quotas was estimated at slightly more than 2000 pounds per day during the first two weeks of March. The disposal of surplus supplies as worked out between several dealers and the Cooperative was outlined, thus saving the market for the members and permitting them to ship their full supply each day.

The directors were informed that the entire supply of cream placed in storage by the Cooperative during June and July, 1938, had been sold but that a complete accounting was not yet possible. The directors approved the actions of the management in the handling and disposal of this cream.

A report on membership withdrawals was made, it being stated that 237 requests for withdrawals had been made in proper form during the regular withdrawal period. The fieldmen and directors have been calling on these members and a substantial proportion of them cancelled their withdrawal request.

Hauling Rate Reduced

The directors were also informed of the action of one large milk hauler who, largely through efforts of the Cooperative, had applied for and received permission from the Public Utility Commission to reduce his hauling rates by 5 cents per 100 pounds, effective April 1.

It was reported that the area of the Altoona-Huntingdon Inter-State Milk Market had been extended to include Mifflin County and an amendment to the by-laws of that secondary market was approved so as to provide for representation of the new area on the secondary market's executive committee.

The status of producers who had signed marketing agreements with the Cooperative, but whose agreements had not yet been accepted, was discussed and a motion was approved to continue to hold these agreements at least until the end of the current fiscal year. This was followed by a discussion on the inactive members of the Cooperative (those from whom no commission is being received) and upon direction of the directors steps will soon be taken to eliminate such members from the rolls of the Cooperative.

The level production plan was discussed at some length and the appointment of a committee was authorized, the duty of which is to develop and put into effect a level production plan.

By-Laws Amended

An amendment to the by-laws of the Cooperative, which was proposed at the January meeting of the directors and advertised on page 2 of the February issue of the Inter-State Milk Producers' REVIEW, was formally approved as follows:

Article VI, Section 9: "The Board of Directors shall have power to allocate funds to locals, districts and secondary markets, and to pay producers such price or differential as the Board deems fair under the circumstances, if their milk is unsold or is sold by the Cooperative for less than such price."

The directors approved a resolution authorizing the management of the Cooperative to handle excess supplies of milk supplied to any buyer by members of the Cooperative, this milk to be disposed of through manufacturing channels in one lot whenever possible.

The collection and publication of information on production and fluid sales of milk in the milk shed, as published on page 3 of the March issue of the REVIEW, was approved and the management instructed to continue this practice if possible.

A brief discussion was held on a bill now before the Pennsylvania Legislature, which would exempt from the gasoline tax such gasoline as is used on the farm for strictly agricultural purposes. This bill was endorsed.

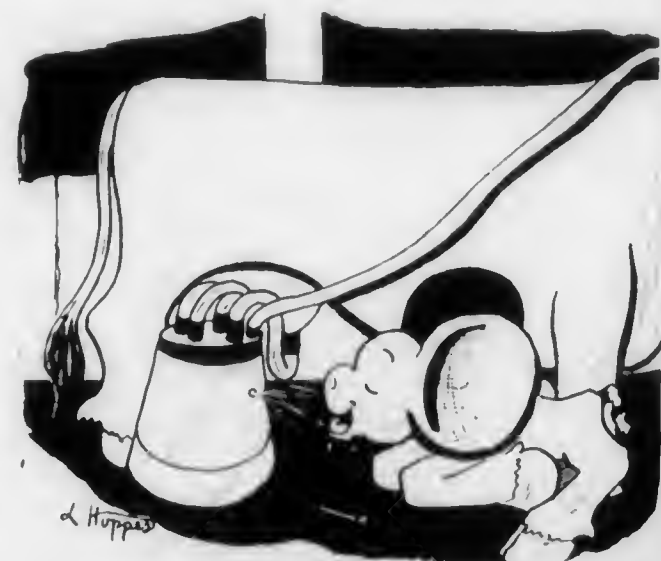
Cleveland Organizes

The marketing of milk in the Cleveland, Ohio, area will soon be taken over by the Milk Producers' Federation which was organized about a year ago. This Federation will represent all organized milk producers in that area in accordance with agreements entered into between the cooperative associations and the Federation. The Federation plans to take care of distress milk which has been rejected by dealers in the Cleveland market.

He was an old sourdough from back in the north country. He entered the big city postoffice and said, "I'll have a pound o' ham."

"We don't sell ham here," said the clerk.

"Ye don't? Say, you're behind the times. In the postoffice where I come from they sell ham, apples, bacon, eggs, fence wire an' most anything else ye want."



"Um, pretty handy, 'specially when spring fever gets a feller down!"

Grade "A" Association Holds Annual Meeting

The Grade A Milk Association held its annual meeting in New York on Monday, March 6, at which H. J. Kershaw, Homer H. Jones, and B. H. Welty were elected as producer-directors of the Association. Officers elected for the ensuing year were H. J. Kershaw, president; Dr. J. A. Webb, vice-president; C. E. North, secretary; and J. E. Thomson, treasurer.

In reporting the activities of the Association, Secretary North stated that photography on the Grade A motion picture would be started within a few days. The picture will feature the production, care, and handling of Grade A milk from the farm, through the plant, and to the home. Included will be laboratory scenes showing the extra precautions surrounding Grade A milk.

A study to be conducted by Columbia University on a comparison of Grade A and Grade B milk was outlined.

Mrs. G. S. Mayer described her activities in taking the story of Grade A milk to consumer groups. She has regularly contacted food editors of newspapers and magazines, and officials of women's clubs. Her plans include also taking the Grade A motion picture before interested groups as soon as it is available and ready.

The 1940 Pennsylvania Farm Show will be held January 15 to 19. These dates were decided upon and officially announced by the Farm Show Commission at a recent meeting.

A laugh is worth a hundred groans in any market.—Lamb.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during February, 1939.

Farm Calls.....	1141
Non-Farm Calls.....	259
Butterfat Tests.....	4187
Plants Investigated (first half Feb.)	28
(second half Feb.)	18
Herd Samples Tested.....	413
Brom-Thymol Tests.....	621
Microscopic Examinations.....	59
Membership Solicitation.....	168
New Members Signed.....	36
Local Meetings.....	1
Attendance.....	158
District Meetings.....	7
Attendance.....	1149
Committee Meetings.....	10
Attendance.....	93
Other Meetings.....	16
Attendance.....	746

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No Pre-Cooling Required.
Cools Milk 90° to 50°
and lower in 40 minutes.

Here is new Efficiency
and new Economy — less
cooling time, lower oper-
ating costs and increased
profits.

Investigate its merits by
dropping us a card today,
or call in your nearest
refrigeration dealer.

VICTOR PRODUCTS CORPORATION
HAGERSTOWN, MARYLAND

Dairy Council Suggests Ways To Put Milk In Daily Menu

INTER-STATE families may well take advantage of present market conditions to use more generous quantities of milk in home cookery. Some of the suggestions being offered this spring to city consumers by the Dairy Council in its campaign to promote the sale of milk in urban areas will be found suitable for rural households, particularly at this time.

Cottage cheese and sour cream are both to be considered delicacies which the homemaker all too often fails to appreciate in meal planning. Many individuals like cottage cheese served plain, merely adding a flavoring of chopped watercress or minced onion and celery salt. Some serve it as a main dish for Sunday night supper with cream and sugar and a slight sprinkling of cinnamon. Other attractive variations for using cottage cheese or sour cream are to be found in the recipes given below, which have been gathered by the Dairy Council from many sources in the United States as well as from foreign countries.

To substitute sour milk for sweet milk in a recipe use the same amount of sour milk as sweet milk required. But for each cup of sour milk use one-half teaspoonful of soda and cut down the baking powder by one and a half teaspoons.

COTTAGE CHEESE MOLD

1 1/2 cups cottage cheese 1 pkg. lemon jello
1/2 cup boiling water 1 tsp. sugar
1 cup cream whipped 1/2 tsp. salt
2 cups mixed fruits 1/2 tsp. cinnamon

Put cheese through a sieve, add sugar, salt and cinnamon and whipped cream. Add jello dissolved in boiling water. Add fruits. Put in molds and chill until set. Unmold and serve on lettuce with fruit salad dressing.

CUCUMBER RING SALAD

2 cups cottage cheese 1/4 cup cold water
1 cup whipping cream 2 cucumbers
1 tablespoon gelatine watercress, or lettuce
1/4 cup hot water French dressing

Soak gelatine in cold water for five minutes then dissolve in hot water. Put cheese through sieve, add gelatin, mix until light and fluffy and combine with stiffly beaten cream. Put in mold and place in refrigerator until set. Peel cucumbers and slice in slices one-fourth inch thick. Remove centers from cucumbers with a thimble or small knife. Place in ice water until crisp. When ready to serve arrange watercress on serving plate, place molded cheese mixture on bed of watercress and garnish with row of cucumber rings. Serve with french dressing.

COTTAGE CHEESE SALAD WITH PRUNES

Remove the stones from cooked prunes. Place a tablespoon of cottage cheese on lettuce leaves. Arrange the prunes around the cottage cheese. Serve with salad dressing.

COTTAGE CHEESE PIE

Crust

1/2 cup sugar 1 pkg. Holland Rusk 1/2 cup butter

Roll rusk to fine crumbs and sift. Add melted butter and sugar and mix well. Reserve 1/3 of prepared crumbs to sprinkle on top of pie. Butter pie plate or pan and line bottom and sides with remaining crumbs. Pat firmly into place with back of spoon.

Filling

3 cups cottage cheese Grated rind of 1 lemon
4 tablespoons butter 3 eggs
1/2 cup sugar 1/4 cup milk
1/4 teaspoon salt

Put cottage cheese through sieve. Add soft butter, sugar, salt and lemon rind to cottage cheese. Whip thoroughly and add milk. Fold in well beaten eggs and pour into crumb lined pan. Sprinkle with remainder of prepared crumbs. Bake in a moderate oven for 1 hour 15 minutes.

COTTAGE CHEESE AND ORANGE MARMALADE SANDWICHES

1 cup cottage cheese 2 teaspoons grated orange rind
3 tablespoons orange 12 thin slices whole wheat bread
marmalade 4 tablespoons butter
1/4 teaspoon salt

Cream the butter and spread carefully on the slices of bread. Combine the cottage cheese, orange marmalade and the grated peel, season with salt and spread the mixture on 6 of the slices of bread and cover with the remaining slices.

ROLLED COTTAGE CHEESE SANDWICHES

Cottage cheese Chopped watercress,
Seasoning chives, or onion
Unsticed sandwich bread tops

Remove top ends, and side crusts from a loaf of fresh sandwich bread. (If loaf is not moist, keep in a damp cloth for an hour.) Spread top of loaf with softened butter and a layer of seasoned cottage cheese, mixed with the chopped greens. Cut a 1/4-inch slice and roll like a jelly roll. Repeat process for each slice. Wrap rolls in a damp cloth and place in refrigerator. When ready to serve, slice rolls crosswise.

SOUR CREAM WAFFLES

2 cups flour 1/2 cups sour cream
1 1/2 teaspoons soda 1/2 cups buttermilk
2 teaspoons baking powder 4 eggs
2 teaspoons salt

Mix and sift dry ingredients. Beat eggs thoroughly, add milk and cream, and beat until smooth. Yield: 8 waffles.

GINGERBREAD

2 1/2 cups molasses 1 teaspoon ginger
1 cup sour milk 1/2 teaspoon salt
2 cups flour 4 tablespoons melted
1 teaspoon soda butter

Add milk to molasses. Mix and sift all dry ingredients and add slowly to liquid. Add melted butter. Bake in a moderate oven about 1 1/2 hour.

STEAMED BROWN BREAD

1 cup corn meal 1 teaspoon salt
1 cup whole wheat flour 1/2 cup molasses
1 cup white flour 2 cups sour milk
1 1/2 teaspoons soda

Mix and sift dry ingredients. Add molasses and milk and beat thoroughly. Turn into greased cans, filling each about 2/3 full. Cover tightly. Place the cans on a rack in a kettle with a tight cover. Pour boiling water into the kettle until it reaches half the height of the cans. Cover and cook on top of the stove for 3 hours. Remove cans from the water, take off the covers and dry in a slow oven for about 15 minutes. Baking powder cans or coffee cans may be used. This makes one large or two small loaves.

JOHNNY CAKE

1 cup corn meal 1/2 cup molasses
1 cup flour 1/2 teaspoon soda
1 cup sour milk 1/2 teaspoon salt

Mix all dry ingredients. Add milk and molasses. Pour into greased pan. Bake in a moderate oven 20-30 minutes.

CRUMB CAKE

2 cups sugar 2 teaspoons cinnamon
3 cups flour 1/2 teaspoon allspice
1 cup butter 1/2 teaspoon soda
2 egg yolks

Mix sugar and flour; cut in the butter with a pastry mixer or two knives. When combined and a crumbly mass, take out 1/2 cup. To the rest, add:

1 cup sour milk 1/4 teaspoon clove
1/2 cup jelly 1 teaspoon nutmeg

Lastly, fold in stiffly beaten egg whites. Pour into a buttered pan, sprinkle top with the remaining 1/2 cup of butter-sugar-flour crumbs. Bake in moderate oven for about 1 hour.

Criticize Milk Indictments

Stating that the indictments involving the fluid milk industry of Chicago involved principles which are considered fundamental to co-operative marketing, the National Cooperative Milk Producers' Federation has filed a petition to intervene in the case. The indictments were ordered by the Federal Department of Justice.

In asking for the right to intervene in this case the Federation stated that many of the practices for which indictments were issued had been recommended by various Federal and state government agencies which are designated to assist dairy farmers in setting up a better system of marketing.

Recently the following testimonial was received by a patent-medicine concern: "For nine years I was totally deaf, and after using your ear salve for only ten days I heard from my brother in Nebraska."

All who would win joy must share it; happiness was born a twin.

Dairymen Find New Place For Legume and Grass Silage

GRASS SILAGE is the name commonly given to silage made from legumes, grasses or cereal crops. Until the past few years, however, such silage has usually been unsatisfactory. With the discovery that the addition of either molasses or certain acids would preserve the silage satisfactorily, the popularity of this type of feed grew rapidly.

Other names commonly used for this silage are: Alfalfa or clover silage, depending on crop ensiled; molasses silage if preserved with molasses; A.I.V. acid silage or phosilage if preserved with acid.

Grass silage has a high feeding value, losing practically none of its original nutrients and if made from legumes is also rich in protein. Feeding tests have shown it to be slightly higher in feeding value than corn silage but in practical farm operations it is usually used as a supplement to corn silage.

This new silage offers several other advantages, one being low cost, and, another the smaller storage space required as compared with the space required for the hay that would be made from the same crops. A third economy is the ability to put up this silage regardless of weather conditions, whereas hay making depends upon the weather and the quality of hay also is determined largely by weather.

Grass silage fits into almost any cropping system and permits more extensive use of soil conserving crops. It usually takes the place of a part of the hay and a part of the corn silage in the dairy ration. It can be substituted for all of one or the other but in practical use some hay and corn silage, if available, is usually fed with it.

Saves On Feed Bill

If made with legumes grass silage does offer a distinct saving in that the grain part of the ration may be much lower in protein than is necessary with silage made out of non-leguminous crops such as corn or other grasses.

A report from the Pennsylvania State College states that one of Pennsylvania's larger dairy farmers was able to reduce the amount of grain fed his herd by 40 tons because of feeding silage made from legumes.

The most common crops used are alfalfa, clover, soy beans, sweet clover, sudan grass, timothy, or the cereal grains. These crops are put through an ordinary ensilage cutter and a preservative is added either

by introducing it at the feed table, into the blower, or into the distributor pipe of the silo filler.

Molasses is perhaps most commonly used from 40 to 80 pounds being required for each ton of silage, depending upon the crop. In most sections molasses is relatively low priced and it also adds to the feeding value of the silage.

Many, however, prefer to use phosphoric acid, 8 to 16 pounds of 75 percent strength being recommended per ton of silage. It will be noted that the acid requires a much smaller volume of preservative and if the crop is overly moist there is less danger of seepage. The addition to the feeding value, however, is considered as slightly less than with molasses but the phosphate unused by the cow adds definitely to the fertilizing value of the farm manure.

Use Present Equipment

It appears that very little extra equipment is required for putting up this kind of silage. The crop is cut with a mower and can be loaded either by hand or with a hay loader when still very green. It has been found, however, that some types of hay loaders are not adapted to handling the heavy green material. Certain newer loaders have been designed to overcome previous difficulties in this respect. The same silo filler can be used, but a barrel and pipes, and in some cases a pump, are necessary for adding the preservative to the silage.

Precautions must be taken to avoid picking up stones with the green crop and running them through the filler.

In commenting on the advantages of grass silage, Professor Olmstead of Pennsylvania State College says that the dairyman "can save all the nutrients and does not have to worry about poor haying weather and losses due to leaching. It makes possible a large saving of nutrients, particularly protein, which a dairyman must purchase when they are not available in his own crops."

He also states that in 1936 there were 30 to 35 farmers in Pennsylvania who put up grass silage. In 1937 the number had increased to 250 and by 1938 had reached 800. Similar growth has been experienced in most dairy sections of the country.

Space prevents giving complete details as to the crops to use and the amount of preservative to use with each crop and the best method of handling the crop from field to silo. Such information, however,

(Please turn to page 15)

THOROUGHbred STOCK POWDER



CALVING TIME is a CRITICAL TIME

Proper functioning of all the organs of the body is necessary for the well being of both the cow and calf. Proper digestion is doubly important. She must not only nourish herself, but she must supply bone building material for the calf as well as nutrition. Besides all this she must continue to pay her way in milk production.

Winter feeding adds to these complications. Heavy grains, dry roughage and barn confinement put a terrific strain on a cow's digestion. Lack of exercise makes their system sluggish.

At times like this THOROUGH-BRED STOCK POWDER is an ideal conditioner. Its iron content tones up digestion and increases milk production. Its wheat germ content contains the proper vitamins for breeding problems.

THOROUGH-BRED STOCK POWDER must satisfy you or your money will be refunded.

Ask your dealer for THOROUGH-BRED STOCK POWDER or fill out and send the coupon.

Man O' War REMEDY CO.
LIMA, PA.

Gentlemen: Enclosed please find One Dollar and Twenty Five Cents (\$1.25) for one can of THOROUGH-BRED STOCK POWDER for cows.

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Address
City State
Name of Dealer

MILK COOLING PAYS

ESCO "NI-AG-RA"

Only Esco "NI-AG-RA" has all these exclusive features

Constant Neck-High Water Leveler—This keeps all cans in "up-to-their-chins"—whether one can, half or full capacity is in place. This constant level is maintained automatically. Positive water agitation and complete circulation—faster cooling—lowest operating cost.

Send coupon or postcard TODAY. Get FREE Booklet and complete details on this remarkable new cooler.

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729 E. Bidule St., West Chester, Pa.
Gentlemen: I am shipping..... cans of milk a day.
Send FREE descriptive booklet on the ESCO "NI-AG-RA".

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Address.....
P. O.....State.....



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Sterilize Utensils with DIVERSOL



For "top price" milk, utensils must be kept clean and sterile. Use DIVERSOL... it is the only sterilizer that kills milk-spoiling germs quickly—without rusting utensils. Simply dissolve in hot or cold water and DIVERSOL is ready to use. Approved by Health Authorities.

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Try it at no risk. Write for special Trial Offer.

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PICTURE CONTEST

Open to:

Members of Inter-State and their families.

Prizes:

One dollar for each contest picture used on inside page.
Five dollars if picture is used on front page.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief)
Identification of sender

Storage Supplies Show Drop

WITH THE EXCEPTION of butter, storage stocks of all dairy products show a favorable trend this spring as compared with a year ago, supplies being about the same or lower. Dry skim milk in storage on March 1, 1939, amounted to 32 million pounds compared with 33 million pounds on the same date in 1938. Stocks of dry whole milk and dry buttermilk are only slightly larger than a year ago. Prices are considerably lower than a year ago, dry skim milk, for instance, averaging 4.65 cents per pound in February as compared with 5.97 cents per pound a year ago.

Evaporated milk stocks have shown a considerable decline in the past few months and on March 1, 1939, were 120 million pounds compared with 133 million pounds a year earlier, a drop of 9 percent, but still 29 percent over the 1933-37 average. These lower stocks would seem to reflect an increased usage of evaporated milk, the price of which was \$3.06 per case of 4 dozen 14½ ounce cans in February, 1938, and \$2.69 per case this year, according to U. S. D. A. reports. Lower producer prices paid this February probably accounted for the lower wholesale price. The average price paid by evaporators to producers per hundredweight of 3.5 percent milk in February, 1939, was \$1.18, a \$.24 drop from a year ago, or 16 percent.

Butter storage stocks in the United States on March 1 were approximately 93 million pounds, or 72 million pounds more than one year earlier. However, 84 million pounds were in the hands of the Dairy Products Marketing Association or relief agencies, leaving only 8 million pounds stored by the private trade. The butter held by D. P. M. A. will, it is expected, be turned over to relief agencies gradually, therefore should not be a burden on the market. One good omen at present is that the movement of butter into storage in the big markets has been very small, while the out-movement has been of considerable volume. Apparently the butter market was much more stable than the trade believed for when the government withdrew its support on March 8 the New York wholesale price dropped from 26.25 cents to 22 cents per pound in four days but within ten days, while on its own, recovered to 25 cents, then leveled off at 24.75 cents.

Local conditions (Philadelphia market) still continue to cause an uneasy market. Milk production continues to run ahead of a year ago, according to the U. S. D. A. Milk production in Pennsylvania and Maryland was up one pound per

cow per day, or 6 percent, on March 1, 1939, compared with 1938. New Jersey production, however, was nearly 3 percent below last March. Incomplete February figures for the Philadelphia market reveal that 5360 producers averaged 219 pounds per day, or 13 pounds more than in January, and 15 pounds, or 7 percent, more than in February, 1938.

Cream prices in the open market ranged downward from \$12.50 per can for cream having Pennsylvania, Newark, and Lower Merion Township approval to \$10.50 per can from unapproved sources. Cream having only Pennsylvania approval averaged around \$11.50 per 40-qt. can (40 percent). In terms of 4 percent milk, this would be equivalent to \$1.52, \$1.26 and \$1.39 per hundredweight, respectively. These were the prices reported for the week ending March 25. Total receipts at Philadelphia that week were 147,949 40-qt. cans of milk and 4870 40-qt. cans of 40 percent cream. Receipts for the corresponding week of 1938 were 140,525 cans of milk and 4,627 cans of 40 percent cream.

Fluid milk prices continue steady in all "Inter-State" markets. However the New York situation is such that we might expect anything before the summer is over. There were a considerable number of price changes in some Eastern markets. Producer Class 1 prices dropped 7 cents per hundredweight on the Lowell and Lawrence, Massachusetts, markets; 5 cents at Nashua, New Hampshire; 24 cents at Charleston, South Carolina; 25 cents at Wheeling, West Virginia; 40 to 45 cents at Sioux City, Iowa; 11 cents at Los Angeles, California, and a flat price drop of 10 cents at Lexington, Kentucky. Retail prices were reported one cent per quart lower at Sioux City, Iowa; Cleveland, Ohio; and Wheeling, West Virginia. Shreveport, Louisiana, reported a 2 cent decrease and Cincinnati, Ohio, a drop of 3 cents per quart.

February fluid milk sales in 136 markets of the United States decreased only approximately 1 percent from February, 1938, according to the Milk Industry Foundation. Milk company payrolls, however, continue to decrease and were 3.48 percent less than in February a year ago, while employment decreased 2.7 percent.

The past is no more, the future no man hath ever yet seen, we are forever in the eternal now; what are we doing with it?

He is best educated who is most useful.

Legume and Grass Silage

(Continued from page 13)

can be obtained from Bulletin 643 entitled "Legume and Grass Silage" published by the New Jersey Agricultural Experiment Station, New Brunswick; or from the bulletin "Grass Silage", which is available from most dealers in silos and silo filling equipment.

New York Market Breaks

(Continued from page 8)

being almost exactly opposite the New York decision. Boston dealers have appealed the case and the United States Supreme Court announced, on March 27, that they would hear both the Boston and New York cases. It appears that every effort will be made to hear the cases and hand down a decision before the summer recess of the court in June.

Should the Supreme Court uphold these marketing orders, those milk dealers who refused to comply with the New York order will be compelled to make all back payments to the adjustment fund, and this money will be paid to the farmers who supplied milk to the New York City market from September 1 to February 1, the period during which the order was in effect. Likewise, a favorable decision would mean also that more than \$3,000,000 held in escrow by the United States Court at Boston would be paid to farmers.

Experts familiar with legal work of this type predict freely that the marketing orders will be upheld by the Supreme Court.

Nineteen forty, the census year, is drawing near. Representatives of farm organizations and Government agencies met in Washington recently to make preliminary studies of the questions to be asked in the Agricultural Census.

MARCH, 1939, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	26 1/2	26 1/4	25 1/2
2	26 1/2	26 1/4	25 1/2
3	26 1/2	26 1/4	25 1/2
4	26 1/2	26 1/4	25 1/2
5	26 1/2	26 1/4	25 1/2
6	26 1/2	26 1/4	25 1/2
7	26 1/2	26 1/4	25 1/2
8	25 1/2	25	23 1/4
9	25 1/2	25	23 1/4
10	23 1/2	23 1/4	22 1/4
11	22 1/2	22 1/2	22
12	22 1/2	22	21 1/4
13	22 1/2	22 1/4	21 1/4
14	22 1/2	22 1/4	21 1/4
15	22 1/2	22 1/4	21 1/4
16	22 1/2	22 1/4	21 1/4
17	22 1/2	22 1/2	21 1/4
18	23 1/2	23	22 1/4
19	23 1/2	23 1/4	23
20	24 1/2	24	24
21	24 1/2	24 1/2	24
22	25	25	24 1/2
23	25 1/2	25	24 1/2
24	24 1/2	24 1/2	24 1/2
25	25	24 1/4	24 1/2
26	25 1/4	24 1/4	24 1/2
27	24 1/2	24 1/2	24
28	24 1/2	24	23 1/2
29	24 1/2	23 1/2	22 1/2
30	24 1/2	24	23 1/2
31	24 1/2	24	23 1/2
Average	24.59	24.40	23.74
Feb. '39	26.34	26.25	25.74
Mar. '38	30.72	30.33	29.30



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THE DAIRYMEN'S SANITATION
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CALF PAILS,
MILK CANS,
UTENSILS,
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KEEPS BACTERIA COUNTS DOWN AND AVOIDS REJECTS

The HTH-15 Sanitation Program is the safe way to low count milk and to avoid rejects. Thousands of dairymen prefer HTH-15 for sterilizing utensils and other equipment because it kills bacteria quickly, is more economical and meets the most rigid sanitary requirements.

EASY TO USE—LOW IN COST

HTH-15 is a chlorine carrier in free-flowing powder form in a can. It is easier to use, costs less, is a dependable sterilizer and is harmless to dairy metals. Get HTH-15 at your dealer's or write for complete sanitation program and FREE ¼ lb. sample.

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A High Producing Herd

An unusual record for production of milk and butterfat has just been hung up by the herd of 70 Holstein cows in the Sussex County Hospital herd, Cedar Grove, N. J. During 1938 this herd had an average production of 16,172 pounds of milk containing 546.4 pounds of butterfat. This is said to be a world's record for herds of fifty or more cows.

The highest individual producer in the herd produced 22,105 pounds of milk containing 782.4 pounds of butterfat. Six of the cows produced more than 700 pounds of butterfat in the year.

This herd has been under the management of Mark K. Keeney for the last sixteen years.

Meeting Calendar

April 5—Officers and delegates of Newark, Kirkwood, Middletown and Townsend Locals, home of J. D. Reynolds, Middletown, Del.

April 18—South Jersey Inter-State Milk Market Committee—Glassboro.

April 20—New Jersey Milk Control Board—public hearing, Trenton, N. J.

April 25—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's office, Hollidaysburg, Pa.

April 26—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

April 27—Wilmington Inter-State Milk Market Committee—Newark, Del.

Dr. Naylor's MEDICATED Teat Dilators

Safe and dependable treatment for Spider Teat, Scab Teats, Cut and Bruised Teats, Obstructions.

Dr. Naylor Dilators are sterilized, medicated and saturated with the antiseptic ointment in which they are packed. They have a deep yielding surface of soft absorbent texture which fits either large or small teats without overstretching or tearing and which carries the medication INTO teat canal to seat of trouble.

The Only Soft Surface Dilators

Whether infection at end of teat, cut or bruised, the resulting condition which closes teat canal making it hard to milk is always the same—INFLAMMATION.

To relieve inflammation in a wound or bruise the treatment most universally used by the veterinary and medical profession is—to apply antiseptics, healing agents and a sterilized, soft absorbent dressing. Dr. Naylor's Medicated Teat Dilators apply this same treatment for removing inflammation from the milk canal of cows' teats. They carry antiseptics and healing agents into teat canal to combat infection and promote healing.

The dilators themselves are sterilized, soft, absorbent dressings which protect the inflamed area, absorb inflammatory exudates and keep teat canal open in its natural shape while tissues heal.

Sterilized, Medicated—
Packed in Antiseptic Ointment
Large Pkg. (48 Dilators) \$1.00
Trial Pkg. (18 Dilators) .50

H. W. Naylor Co. . . MORRIS, N.Y.
Mfrs. of Dependable Veterinary Products

World's Record

made on **BEACON** Test Cow Ration



Photo made at the close of her test, shows the ideal condition in which she finished her record.

Bright Lad's Actress #397598 established a New 365 Day Guernsey Record of 980.4 lbs. of Butterfat from 19,146.6 lbs. of Milk, in Class C.

THIS outstanding record was made at Two Brooks Farm, Basking Ridge, N. J., owned by Collier W. Baird, under the supervision of M. G. "Mike" Seath, Farm Superintendent. Bright Lad's Actress is now owned by Fairlawn Farms, Inc., Adelphia, N. J. Mr. Seath has just been made superintendent of Fairlawn Farms.

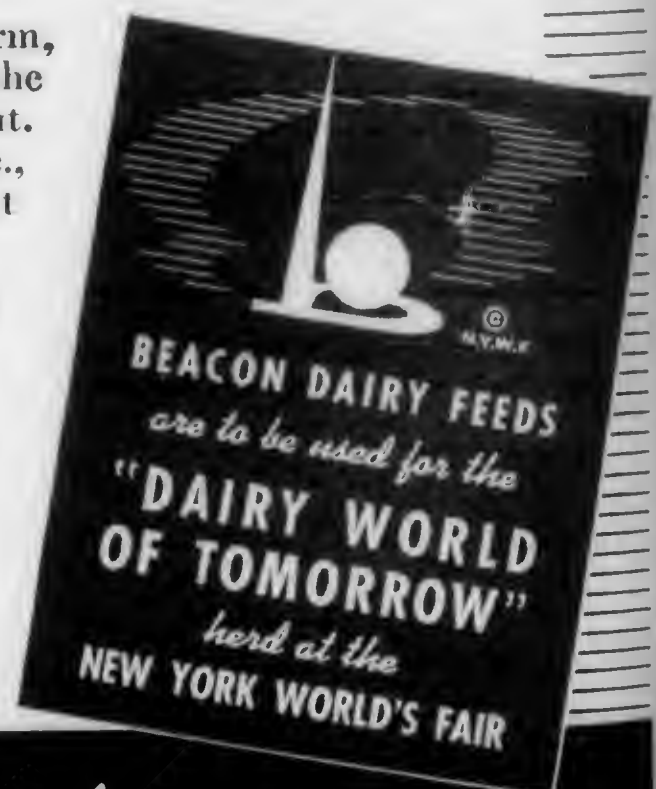
Beacon Test Cow Ration was fed throughout the 365 day test period.

You can give your cows the same feed that was fed Bright Lad's Actress in making this world's record. Beacon makes a complete line of dairy feeds—all of one quality. We will be glad to help you work out a feeding plan adapted to your particular conditions.

THE BEACON MILLING CO., INC.
Cayuga, N. Y.



BEACON Dairy Feeds



In addition to a complete line of dairy rations, the Beacon Milling Company makes feeds for chickens, turkeys, ducks, game birds, horses, swine, beef cattle, sheep, goats, rabbits and dogs.

**End of
Volume**